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# LESLIE'S WEEKLY

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New York, May 4, 1905

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CHICAGO NUMBER

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*Taylor.*

# LESLIE'S WEEKLY

THE OLDEST ILLUSTRATED WEEKLY IN THE UNITED STATES

Vol. C.

No. 2591

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Thursday, May 4, 1905

**Chicago, America's Wonder City.**

**I**N 1903 CHICAGO celebrated what it called the hundredth year of its foundation. That was a concession, however, to the big-anniversary fad which is raging through the country, and which incites almost every town in the country of any consequence to have a single, double, or triple centenary of something or another. Chicago is nothing like one hundred years of age. That town was not laid out till 1830, and it did not get a place on the map until 1840, when its population was 4,470. Since then its expansion has been one of the marvels of the world's history.

Chicago in 1905 is the fourth city in the world in point of population and wealth. The only towns which lead it are London, New York, and Paris. Canton is sometimes assigned a larger population, but this is estimated, for there has never been any census taken of its population. Berlin has just crossed the 2,000,000 mark in inhabitants, but it is safe to assume that Chicago is ahead of the German metropolis. It is likely to keep ahead, notwithstanding the wonderful growth of that capital, unexampled in Europe's annals.

Nearly all the world's great cities—Paris, Berlin, St. Petersburg, Vienna, Madrid, and others—are far inland. Even London, the nearest to deep water of all of Europe's great capitals, is over sixty miles distant from the sea. New York is the only city of commanding importance in any civilized country which is in sight of the ocean. Chicago feels that some time it will have the same pre-eminence in the United States that Berlin has in Germany or St. Petersburg in Russia. It is growing faster than New York, has several suburbs which it expects to absorb within the next five or ten years, and figures that it will pass New York by 1950. Ten or fifteen years prior to that date New York will have passed London, so that if Chicago ever beats the metropolis on the Hudson she will be the greatest of the world's cities, as she is already the most marvelous of them in her sudden rise and swift expansion.

But Chicago expects to be a seaport several decades before she comes within sight of New York in the race for supremacy on the Western Hemisphere. She expects to have an easy outlet from her docks to the ocean by way of the lakes and the Hudson or St. Lawrence on the one side, and by way of the Illinois, the Mississippi, and the Gulf of Mexico on the other. The Panama Canal, which is to place the United States in the focus of the world's activities, is looked on to be of especial advantage to Chicago. A bill is before Congress to deepen the Illinois, and the Mississippi from the mouth of the Illinois to the mouth of the Ohio at Cairo, so as to float ocean-going vessels. Below Cairo to the gulf the depth is already sufficient. Chicago has an especial interest in that measure, and is using its influence to push it. If it fails in the present Congress from lack of time to consider it or from lack of money for the necessary outlay, it will be reasonably sure to be enacted in the Congress which will meet next December. For the great metropolis on the lakes the future holds out its choicest prizes.

**Presidential Possibilities for 1908.**

**A**CCORDING TO the present outlook, President Roosevelt will be out of the list of possibilities for 1908. This is the biggest fact in connection with the campaign four years hence that has developed thus far. With President Roosevelt out of consideration, many persons—Vice-President Fairbanks, Secretary Shaw, Secretary Taft, and Senator Knox—will suggest themselves in connection with the candidacy. Of course Secretary Hay would stand in the front rank among the aspirants were it not for his age. He will be seventy before the election four years hence, or more than two years older than William Henry Harrison, the most aged of the Presidents, was at his inauguration, and he lived only a month

after taking office. There is a chance—a very remote chance—that some of the radical element of the party—Governor La Follette, of Wisconsin, Governor Cummins, of Iowa, or some of the other young and aggressive members of the party, with advanced ideas on social and other reforms—may go to the front in the next three years. Possibly Congress may develop somebody in that time who will be a big figure in the convention.

At the present writing the most promising of all the aspirants, if we leave New York out of consideration, are Messrs. Fairbanks and Taft. And both belong in pivotal States, so far as any State can be said to be pivotal under the present overwhelming Republican preponderance. It is well for Republicans to bear in mind, however, that the present Republican lead may not last many years. A large part of it in 1904 was due to the President's immense personal popularity. Any good Republican could have carried the country in the recent election, but no other Republican who has ever lived could have carried so many States, or have carried any of them by such a large majority. Roosevelt's personal power was an asset of incalculable strength to the party in 1904.

The present indications are that Taft's preferences tend toward a judicial career. It is believed to be President Roosevelt's intention to make Taft Chief Justice should Fuller retire early from the head of the Supreme bench. This, of course, would take him out of the presidential race. The people have refused to transfer men from the bench to the presidency. They did this in the case of John McLean, Benjamin R. Curtis, Stephen J. Field, and other jurists who were conspicuously mentioned in connection with the nomination. They did it in the case of Alton B. Parker, who received the candidacy. This is right. The judiciary should be kept out of politics.

Fairbanks's post, though once supposed to be the tomb of presidential ambition, proved a stepping-stone to the higher office in Roosevelt's case. It did, too, in the case of the first Adams, of Jefferson, and of Van Buren. Roosevelt undoubtedly would have swept the convention of 1904 had McKinley lived to serve out his term. Roosevelt, of course, is an uncommon man. He has broken many precedents. Possibly he may break other precedents. He has said that he will not again be a candidate for President. But neither Roosevelt nor anybody else can tell what the situation may be in 1908. The trusts, which worked against Roosevelt and in favor of Parker in 1904, may combine three and a half years hence, and put up a Democratic candidate who would command immense strength in the money centres. Possibly, on the other hand, there may be a league of the Hearst, Debs, Corrigan, and Watson elements, and a general combination of society's extreme left, in an assault on the Republican forces.

Then, too, some Power or Powers may make an attack on Venezuela, Panama, Cuba, Brazil, or some other part of Latin-America, as England, Germany, and Italy were preparing to do on Venezuela in 1903 when they were halted by Roosevelt. Any one of these things, or others which could be mentioned, could create a situation that would incite a popular demand for Roosevelt's candidacy. It must be remembered that his election on November 8th, 1904, was Roosevelt's first election for President. He could be chosen in 1908 without assailing the anti-third-term tradition.

Here are contingencies which wise observers of politics, Democrats as well as Republicans, will do well to keep in mind. Some very interesting developments may shape themselves between now and the day when Chairman Cortelyou, in June of that year, calls the Republican National Convention of 1908 to order.

**NOTICE TO SUBSCRIBERS TO LESLIE'S WEEKLY.—If you intend to change your address this spring, or at any time, please send at least two weeks' notice if possible, addressing the same to the Subscription Department, Leslie's Weekly, 225 Fourth Avenue, New York, that you may receive your papers REGULARLY WITHOUT INTERRUPTION.**

**"Let Us Have Peace."**

**A**T THIS time, when organizations throughout the country have been celebrating the birth of the great Union general whose most famous utterance was "Let us have peace," it is in order to consider the significance of the return of the battle-flags by the government to the States of the old Confederacy to which they longed. This action marks the end of an era. The massive stages in that cycle's primary phase

the South Carolina's secession just after the election Lincoln in 1860, followed by that of ten other States, the capture of Fort Sumter by South Carolina's troops, and the series of military events which closed at Appomattox. Restoration of the eleven seceded States to the old relations to the rest of the country was started officially by Lincoln's amnesty proclamation in December, 1863, long before the war actually ended, and this phase culminated in the passage of the reconstruction act over Johnson's veto in 1867 and the adoption of the three war amendments.

Grant removed the troops from most of the Southern States during his service, and this completed the work in April, 1877, a few weeks after he entered office, by taking them out of South Carolina and Louisiana. Then carpetbagism was overthrown in the South, and much of the work of reconstruction was undone, but the country acquiesced. Both Grant and

Hayes appointed many ex-Confederates to Federal office. President Arthur recognized that the war and reconstruction were dead issues, and he refused to mention the South as a distinct section in any of his messages to Congress or other state papers.

On the eve of the war with Spain Congress, by a unanimous vote, repealed the law which shut out from appointment to official positions in the army or navy all persons who resigned from either branch in 1861-1865 to take service under the Confederacy. As a consequence of the removal of that prohibition, Joseph Wheeler and Fitzhugh Lee were appointed as officers in the army. Now comes, by the unanimous vote of each branch of Congress, the return of the battle-flags to the Southern States. The last source of irritation between the North and South has been removed. The work of obliterating the recollection of ancient feuds between the sections is finished. A new chapter in American history is opened.

**The Plain Truth.**

**T**HIS CONTINUOUS performance of Nebraska's political fakir in his effort to keep before the public, as the great and only leader of Democracy, will not last always. His largest following is found among small-fry Democratic leaders who seek to ride into prominence on his back, and who like to pose with him in the camera of publicity. The thoughtful Democracy is paying little attention to the howlings from the twice-defeated candidate of the party, and is turning once more toward conservative leadership in the East. The interest which the public addresses of Judge D. Cady Herrick have generally aroused among Democratic newspapers is significant. Many believe that this hard-headed, old-fashioned pupil and associate of the late Daniel Manning and Grover Cleveland will, in spite of his indisposition to remain in politics, be forced to the front. The fact that he ran a hundred thousand ahead of Judge Parker last fall is significant, and the attitude he has recently taken in favor of a much-needed honest election law has added greatly to his standing with the reform element. It will be in order now for the Nebraska "butter-in" to turn the vials of his wrath upon the head of the distinguished jurist who is looming up in the Empire State.

**T**HIS POLICY of silence is not always the policy of success. It has been the rule of Standard Oil magnates to decline to be interviewed, to refuse to explain charges, or to resent assaults. As a result, the great mass of the public has been led to believe that the Standard Oil crowd has no answer it can make. It looks as if the logic of the situation would compel this great corporation to assume a different attitude. It certainly does not lack for spokesmen. Tom Lawson's advice to Mr. Rockefeller—"Don't talk"—is not that of an admiring and helpful friend. We say this because Mr. H. H. Rogers, the closest associate of Mr. Rockefeller, has recently broken silence so effectively that Lawson has had less to say than usual. Mr. Rogers, at the recent banquet of the New Bedford (Mass.) Board of Trade, commenting on the Rev. Washington Gladden's attack on Standard Oil's "tainted money," said that the minister reminded him of the troublesome patient who, when he finally asked the doctor, "What's the matter with me?" received the answer, "The trouble with you is that you are suffering from a case of bewildered mind." When the laughter and applause with which this story was greeted had died away, Mr. Rogers ventured to give assurance to his large and enthusiastic audience that "Mr. Rockefeller is all right. I have known him thirty years and can vouch for him." And now we are looking for some one to vouch for Mr. Rogers.

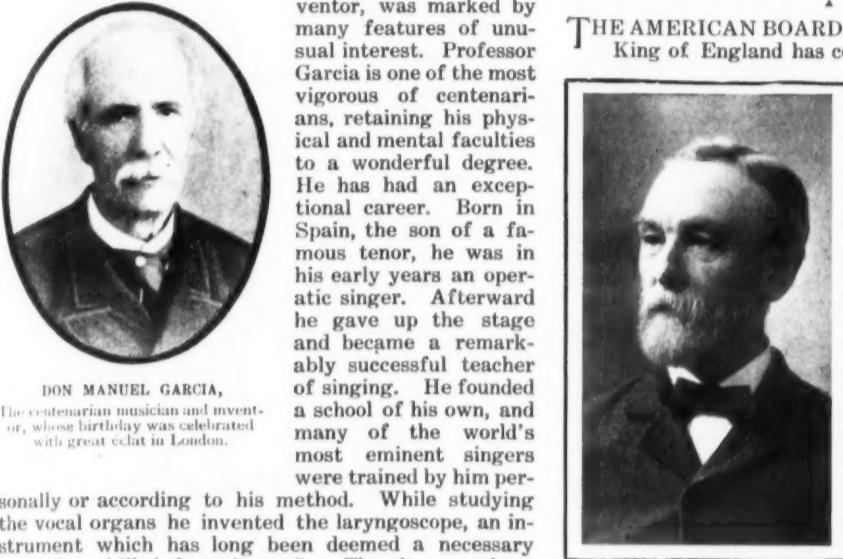
**T**HIS ENTIRE country is interested in the bill just signed by Governor Higgins imposing a stamp tax of two cents on each one hundred dollars or fraction thereof par value of corporation stock securities bought or sold on the New York Stock Exchange after June 1st. Protests against this bill came from the best people in the State, irrespective of party, and we are certain that Governor Higgins signed it only under a grim necessity for increasing the State's revenues. Nothing else would have justified the revival of a war measure in the shape of a discriminatory tax upon what might be called the greatest financial industry of the land. The Governor admits that the tax is experimental, and that it may prove disappointing. The fact that it will work harm to the Republican party at the next State election very properly was not considered by the executive. The passage of the bill was a piece of very bad business. The revenues of the State would be abundant for all its needs if present tax laws were faithfully enforced. Every one knows that personal taxation is very generally avoided, even by men of moderate means, while the wealthy avail themselves of technicalities or a pretended change of residence to secure absolute exemption. New tax legislation might with propriety have been directed toward the poster nuisance which disfigures every city and village in the State, and which, in the subways of New York City alone, is said to add a revenue of half a million dollars a year to a well-fattened corporation. It is hoped that Governor Higgins's new tax commission will not overlook this suggestion. We greatly doubt whether the tax on stock transfers will be enforceable. It will either be evaded or be found unconstitutional, in our judgment, and in that event, as in the matter of the tax on the savings-banks surplus, the Republican party will have the mortification of recalling and repudiating its action.

## PEOPLE TALKED ABOUT

THE ORIGIN of the telephone "hello" has until very lately been a mystery to most people. Now it is known to have been the unpatented invention of the inventor of the telephone. At the recent dinner of the Magnetic Club of New York, President Fish, of the American Telephone and Telegraph Company, declared that Thomas A. Edison was the first man on earth to use the word "hello" as a call and answer in telephone conversation. Before Mr. Edison was overheard using this signal at the transmitter the usual greeting over the wire was the awkward one, "Are you there?" But as soon as the wizard's convenient word was disclosed its use spread like wildfire.

THE CELEBRATION in London recently of the one-hundredth birthday of Don Manuel Garcia, the noted musician and inventor, was marked by many features of unusual interest. Professor Garcia is one of the most vigorous of centenarians, retaining his physical and mental faculties to a wonderful degree. He has had an exceptional career. Born in Spain, the son of a famous tenor, he was in his early years an operatic singer. Afterward he gave up the stage and became a remarkably successful teacher of singing. He founded a school of his own, and many of the world's most eminent singers were trained by him personally or according to his method. While studying the vocal organs he invented the laryngoscope, an instrument which has long been deemed a necessary part of a skilled doctor's outfit. Thus it came about that as he passed the century milestone two great professions, the musical and the medical, united to pay him special and affectionate tribute. At a public meeting and at a banquet in the English capital, attended by many prominent men, the professor was duly eulogized, and announcement was made of signal honors conferred upon him. These included personal congratulations and a decoration from King Edward; a similar recognition from King Alfonso; the gold medal of science from Emperor William; and from his admirers a portrait of himself painted by John S. Sargent. In addition telegrams of felicitation reached him from all parts of the globe. Professor Garcia, in a fervent speech, expressed full appreciation of the honor done him.

IN ENGLAND'S smart set at the present time outdoor sports of the old-fashioned sort, especially riding to the hounds, are more popular and more generally practiced than among society folk of the same grade in the United States. English society journals abound in portraits of famous and skillful horsewomen, descriptions of their mounts, their feats of daring, etc. Thus, from the London *Sketch* we have an account of the fine horsemanship of Lady Dorothy Coventry, a daughter of Lord Coventry, together with a portrait of the lady herself. Lady Dorothy is said to be the most brilliant horsewoman



DON MANUEL GARCIA,  
The centenarian musician and inventor, whose birthday was celebrated with great eclat in London.

port. The autographs were illustrated by portraits and other pictures, and they were arranged in chronological order. The collection began with the philosophic and economic writers who stirred up the French people to think for themselves, and followed the exciting scenes in Versailles and Paris, on the frontiers, and in the Vendée, from the first meeting of the States-general in May, 1789, until Napoleon declared himself Consul for life in 1802. Naturally the most important personages and places of the stormy period covered were represented in the exhibits, and the latter were highly appreciated by the many visitors who inspected them. Mr. Thacher, who is one of the leading bibliophiles of this country, has produced a number of excellent works, and has held prominent public offices, having served in the State senate and as mayor of Albany.

THE AMERICAN BOARD has received word that the King of England has conferred the Kaiser-i-Hind decoration upon one of its missionaries in the Bombay Presidency, India, the Rev. Richard Winsor. This decoration is given only upon the recommendation of the officials of the Indian government and solely for distinguished service to India. Mr. Winsor was born in England in 1835. He came to America in his childhood and was educated in Oberlin. He was graduated from the Oberlin Theological Seminary in 1870, was appointed missionary the same year, and went to the Bombay Presidency, India. Nearly all of his missionary life has been spent in Sirur, in the Poona district. He was one of the pioneers in that presidency in introducing industrial training as a means of educating the youth. He introduced, also, the sisal plant, from which a fibre is obtainable for making rope. During the famine he gave employment to a large number of distressed people in the cultivation of this plant and in preparing the fibre and making manufactured products. He also introduced machine work and various forms of industries, through which the famine-stricken people were able to earn a living. A few years ago the same decoration was given to Rev. Robert A. Hume, D.D., also a missionary of the American Board.

THE ONLY royal personage in Europe who is an enthusiastic champion of the Japanese cause in the present war is Queen Margherita of Italy, widow of King Humbert. She has rejoiced over every victory won by the Mikado's forces, and the news of her friendly attitude has made her exceedingly popular in Japan. As soon as peace is restored Queen Margherita proposes to take a trip to Japan, where she will undoubtedly receive a grand welcome. She will be the first European crowned head to visit Dai Nippon.

THE UNITED STATES SENATE, when it shall again consider the treaty with Santo Domingo, will not be able to plead lack of information concerning the finances of that little country, for Professor Jacob H. Hollander has been sent by President Roosevelt to obtain information concerning the financial condition of the Dominican republic. The professor is an expert in taxation and finance of governments and municipalities. He became a student of these subjects while at Johns Hopkins University, and was afterward associate professor of finance at that institution. Professor Hollander's financial knowledge has frequently been utilized by the United States. He was secretary of the bimetallic commission which went abroad in 1897 in an effort to induce foreign governments to join in an arrangement for the restoration of silver as a money metal. After the war with Spain, President McKinley sent Professor Hollander to Porto Rico as a special commissioner to revise the laws relating to taxation



LADY DOROTHY COVENTRY,  
A leading English sportswoman and one of the most skillful equestriennes in England.

belonging to the Croome Hunt, the property of her brother-in-law, Lord Dudley, and her thoroughbred, rejoicing in the quaint name of "Sixpenny," is noted all over that stretch of country as an exceptionally clever hunter. Lady Dorothy inherits her name from her famous collateral ancestress, Lady Dorothy Paxton, who was the reputed author of "The Whole Duty of Man."

AN ORIGINAL method of teaching history was recently put to a test in New York by that able and well-known scholar and historian, the Hon. John Boyd Thacher, of Albany, N. Y. An exhibition of autographs, collected by Mr. Thacher and illustrating the French Revolution, was opened to the public at the Lenox Library. The collection filled eighteen cases and comprised 500 letters and documents of historical im-



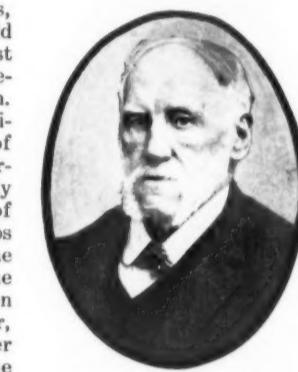
PROFESSOR JACOB H. HOLLANDER,  
Who is studying Santo Domingo's financial condition.—Bachrach & Bros.

in the island. When the military government was replaced by civil government he was appointed treasurer of Porto Rico, and introduced the present revenue system. At the request of President Roosevelt, Professor Hollander went to the Indian Territory last year and made an investigation and report upon taxation and revenue in that country. Professor Hollander is only thirty-four years old. He is a Baltimorean, and has given considerable attention to the revenue system and financial affairs of that city. He is one of those untiring and indefatigable specialists who become of great value to the government when some particular work is to be done.

WHEN PORTLAND, Ore., cast about for a mayor to represent the city during the Lewis and Clark exposition, the Hon.

George H. Williams, then eighty years old and one of the most picturesque men in Oregon politics, was chosen. It seemed a great sacrifice to ask of a man of his age, but the venerable statesman readily accepted the cares of public office. Perhaps to a man who was the first chief justice of the Territory of Oregon, then United States Senator, Attorney-General under President Grant, and the latter's nominee for chief justice of the Supreme Court of the United States, the duties of mayor of Portland did not seem exacting. While Mayor Williams's administration has been satisfactory to the majority of citizens, a wave of reform which swept over the Western city resulted in his indictment by a reform grand jury on the ground that he had neglected to enforce the laws against gambling; this because the city administration had been allowing certain gambling houses to run under a license system by which the depleted coffers of the city were replenished with money that was spent in various public ways. Not a shadow of reproach has tarnished Judge Williams's name, and it was with general relief that the citizens received the news that the Circuit Court had quashed the indictment against him. Judge Williams is now eighty-two years old, hale and hearty, serene in spite of bitter attacks, vigorous in mind and dignified in mien, a gentleman of the old school who will show to the Portland visitors this summer the courtesy inbred in the statesman of fifty years ago.

ONE OF THE biggest of the get-rich-quick concerns that have collapsed in late years on ac-



HON. GEORGE H. WILLIAMS,  
Former Cabinet officer, now the oldest mayor in the United States.  
Grover.



COLONEL RUSSELL B. HARRISON,  
Of Indianapolis, who brought about the collapse of a big get-rich-quick concern.—Kinchart.

work he became convinced that it was being protected by somebody in the Post-office Department. Through a friend, he induced the Philadelphia *North American* to open an attack, and a month later the company went down. Colonel Harrison then appealed to the President, who immediately ordered an investigation into the Storey Company's relations with the Post-office Department. Two days after the papers reached Postmaster-General Cortelyou a post-office inspector confessed that he had received \$1,100 from the company, indicating that his favorable reports may have prevented the issue of a fraud order. The developments also implicated others. For his efforts in the public interest Colonel Harrison deserves much credit. The colonel is a veteran of the Spanish-American War. He was formerly in journalism, but is now a leading lawyer in Indianapolis.

# Chicago, the Great Mid-Continent Metropolis

An Accessible Business Base for Two-thirds of the Inhabitants of North America

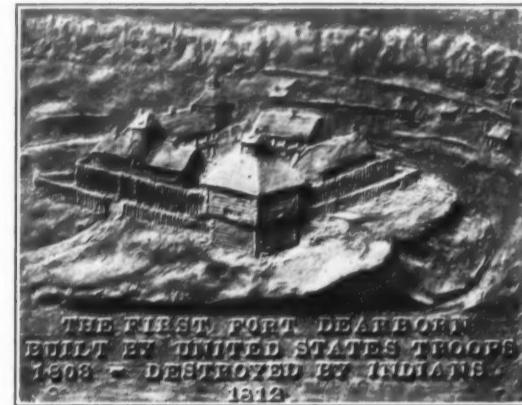
By Edward White

THE CONCEDED commercial and industrial supremacy of the United States among the nations of the earth is fully reflected in its cities of opportunity. Typically American in their policies and their utilities, these cities do not seek opportunity—they present it. Whether it be for the investment of capital, the employment of labor, the superiority of market facilities, the excellence of educational advantages, the encouragement of art, the development of science, or the quality of social life, each opportunity is offered with a clearly-defined purpose in view—the upbuilding of a great city and the permanent glory of a great nation. Such cities have aims and ambitions above and beyond the mere maintenance of municipal life, and they grow in population, in wealth, and in culture because their scheme of development is intelligently evolved and ably and honorably sustained.

#### CHICAGO'S LEAD AS A CITY OF PROGRESS.

The city which is pre-eminently the leader of these cities of thrift and enlightenment is Chicago, the commercial and financial fulcrum of that vast mid-continent area known as the great Middle West. Chicago's progress more fittingly typifies the American city of opportunity than perhaps any other, because it has achieved more with its own advantages, and because its magnificent development has been accomplished by its own people. It is a great city by virtue of its internal strength—through that enlightened self-interest which reflects the sentiment, "Home first; the world afterward." Its home, however, is not narrowed to its own civic limits. It embraces the almost boundless empire of which the city is the centre, and which owes its wonderful advancement to the infectious Chicago spirit and the never-failing power of the Chicago helping hand. Within a night's ride of this magical city by the lake there are more than thirty millions of industrious, prosperous people, and the fortunes of a large majority of these people have been built upon a foundation laid by Chicago. Without this great central market; without its matchless facilities for distribution; without its advantages as a monetary centre, the present attainments of the Middle West would have been impossible. The West had the resources, and brain and brawn came to develop them; but they would have been impotent without the tireless industry, the genuine thrift, and the rugged honesty of commercial and financial Chicago. These elements constituted the power which lifted the country into prominence and gave to the Union some of its richest, most productive, and most enlightened States.

Primarily, Chicago owes its proud position as a leader in the industrial and commercial world to the economy of its geographical situation. At the vantage point on the chain of great lakes, it commands the resources of the richest and most productive region in



THE FIRST FORT DEARBORN  
BUILT BY UNITED STATES TROOPS  
1803 - DESTROYED BY INDIANS  
1812

the world, greater in extent than all of Europe, exclusive of the Russian empire. This vast domain, comprising an area of nearly 2,000,000 square miles, and embracing a population of 60,000,000 of the busiest and most prosperous people on the globe, centres its trade upon Chicago because Chicago is the natural market and has the facilities for caring for the trade, no matter what proportions it may attain. In the beginning, therefore, the location of the city marked the founding of a trade centre for its immediate vicinity, and from that start the development into a mid-continent metropolis was the result of a correlation and conservation of forces unequalled in the achievements of man. This mighty concentration of energy and intellect permitted no adverse circumstances, however disastrous or appalling, to stay its hand, and its every accomplishment meant a decided advance in the upbuilding of the commercial empire of which it was the chosen capital.

#### CHICAGO THE GREAT CENTRAL MARKET.

Here, then, must be the great central market of the American continent—the place of easiest access, the most convenient for distribution, and the one that has grown in popular favor through the spirit of enterprise which has ever animated its citizens. Whether a man approaches it as seller or buyer, his wants can always be supplied, no matter what particular product he may have to sell or the nature of his needs as a purchaser. He finds the Chicago dealer fully able to minister to his wants, and so closely connected with the shipping facilities of the city, that he returns home thoroughly satisfied that he has secured the best bargain which the markets of the world afford, and that he will be justly dealt with in the matter of freight rates. This condition warrants

the prediction of even greater advancement in the future. It foretells the upbuilding of the greatest financial and commercial centre in the world, and that, too, within the present generation.

Some idea of the volume of business transacted in Chicago each year may be had from the following statement:

#### ANNUAL WHOLESALE TRADE.

Live stock transactions.....	\$300,000,000
Dry goods, millinery, and carpets.....	196,000,000
Wholesale groceries, including manufactures, and distributors.....	125,000,000
Grocers' sundries and specialties.....	26,000,000
General produce and butter and eggs.....	261,000,000
Hardware, general and heavy.....	61,000,000
Clothing, hats, and men's furnishings.....	90,000,000
Boots and shoes.....	66,000,000
Iron and steel.....	80,000,000
Lumber.....	75,000,000
Paper.....	43,000,000
Drugs and chemicals.....	31,000,000
Musical instruments and music.....	27,000,000
Miscellaneous.....	400,000,000
Total.....	\$1,781,000,000

#### ANNUAL MANUFACTURES.

Slaughtering, packing, and by-products.....	\$390,000,000
Agricultural implements.....	58,000,000
Clothing, men's and women's, and cloaks.....	67,000,000
Iron and steel.....	80,000,000
Boots and shoes.....	25,000,000
Furniture.....	32,000,000
Book and job printing, and engraving.....	38,000,000
Bread and bakery products.....	26,000,000
Foundry and machine-shop products.....	48,000,000
Pianos and organs.....	16,000,000
Confectionery.....	18,000,000
Masonry.....	40,000,000
Miscellaneous.....	470,000,000
Total.....	\$1,314,000,000

#### AS A FINANCIAL CENTRE.

Chicago is the natural clearing-house for a greater territory and a larger population than any other city in the world. Its advantages are best seen in the statement that no other city is so accessible by mail, the banks of no other city have assets with so little fluctuating value, and no other city can equal it in the general equipment and management of its financial institutions. The business of banking in Chicago, like the art itself, has been a development springing out of the needs of accumulating wealth and diversified commerce. A spirit of genuine progress has manifested itself at every stage, and the facilities have been made to keep pace with the necessities of the business. Chicago bankers are known the world over as the highest type of modern business men, and their methods

*Continued on page 416.*



DEARBORN STREET SOUTH FROM MONROE.—Taylor.



MODERN ARCHITECTURE ON DEARBORN STREET.—Taylor.



JAPANESE HEROISM AT 203-METRE HILL, PORT ARTHUR—LIEUTENANT BABA, WITH TWELVE WOUNDS ON HIS BODY, BEARING AWAY HIS ORDERLY, WOUNDED SEVEN TIMES, WHO HAD FIRST CARRIED THE OFFICER UNTIL HE FELL EXHAUSTED.



BIG SHELL FROM A RUSSIAN GUN WHICH DID GREAT DAMAGE TO A JAPANESE BATTERY AT PORT ARTHUR.



THE MIKADO'S MEN CHANGING QUARTERS DURING THE PORT ARTHUR SIEGE.



CHINESE COOLIES CUTTING A HOLE IN THE ICE ON THE SHAH-HO TO OBTAIN WATER FOR THE JAPANESE ARMY.



BANQUET GIVEN BY GENERAL KUROKI TO THE FOREIGN ATTACHES AFTER THE SHAH-HO BATTLE—SOLDIERS ATTIRED LIKE EUROPEAN WOMEN ACTING AS WAITERS.



A "WELL" FOR THE JAPANESE FORCES—WATER-HOLE IN THE ICE ON THE SHAH-HO PROTECTED BY MATTING.

#### PICTURESQUE FEATURES OF THE WAR IN MANCHURIA.

REMARKABLE HEROISM OF JAPANESE AT PORT ARTHUR, TAPPING A FROZEN STREAM FOR WATER, AND AN ODD BANQUET WHICH FOLLOWED A BLOODY BATTLE.

*Sketches and photographs from T. Ruddiman Johnston.*

# How Municipalities Put a Premium on Graft

*By Frederick A. Cleveland, secretary of the committee on Municipal Accounts and Statistics of the National Municipal League*

SPEAKING ON the question of the social evil, one of the national leaders in charity work announced that he was not interested in the question whose daughter it is, or how many there are at the present moment walking the streets, so much as he was in the social and economic conditions which caused women to choose this method of obtaining a livelihood rather than suffer the hardships and endure the privations which virtue, morality, and social convention require. Given, to an intelligent, comely woman, a choice between ten or twelve hours per day for fifty-two weeks per year on her knees, in rags on a hard, wet floor as a common scrub and a social outcast, with a mere pittance at night for her care and pains—given the choice between this and an opportunity to dress well, to associate with men and women of intelligence, to become a mistress in beautiful private apartments, with servants to do her bidding and with every want supplied (the only price being that she shall forsake the code of conventions which has already marked her as an outcast because she works)—and which career will she choose? Those who despond of better conditions may also ask this question. Instead of hurling its searching moral thunderbolts against the unfortunate who chooses the easier way, should not society castigate itself? We may at least inquire what it is in the present order of things that makes the path of virtue and honor so difficult for those who honestly toil in our service. May we hope to repress any evil so long as we are causing two persons to break down the barriers that society has thrown around itself for its own protection to each one restrained, by forcible detention or benevolent asylum?

We are each members or stockholders in a corporation, the purpose of which is to promote and protect the common welfare. Our Steffenses, our Folks, our La Follettes, our Romaines, our officers of detection, our news-agencies, tell us that in conducting the business of this corporation there is graft. The common sense of the community corroborates the statement, but this same common sense has not divined the underlying cause nor suggested an adequate remedy. It is the common habit of the time for public-spirited men to hold up their hands in reproach, to make a few spasmodic efforts to punish individual grafters, then to resign themselves to what may be called the blind workings of political fate. The significant fact is this: that as citizens, proprietors of this corporation, we continue to employ a system which leaves but one of two ways open—either that we ourselves must go the "easier way" and forsake political virtue, or play the rôle of political dependence on those whom we employ and do the bidding of a corrupt organization of our own servants—the grafters. The question for us to ask is not, Who are the individual grafters or who are at the moment robbing the public and degrading citizenship to the level of brigandage and criminal association? Rather this—Why should we retain an administrative system which tends to encourage this sort of traffic and association among our public servants?

Before answering the question as to "How our municipalities put a premium on graft," let us go further with the question *why*—let us ask why it is that private servants become dishonest. You are about to open a private establishment. To this end a good servant is desired. A neighbor recommends one that for twenty years has been tried and found true. When he engages himself, you say, "I wish to be entirely relieved of homely cares; here are the keys to the silver-chest, to the closet, to the wardrobe: you look after these, do the buying, run the house, and I will furnish the money." You take no inventories, require no statements, audit no bills, exercise no supervision, make no inspection of his work. If, after a few months, you find that John has not lived up to his old-time reputation, whose fault will it be? Is not some of the blame to be attached to yourself? But let us go further. Suppose that John is only one of a large retinue. An honest and intelligent man comes to you with the best of intentions. He finds, however, that those around him are careless and faithless. When he plies the Golden Rule they stand by and jeer. You keep no record of his doings and give him no credit for his pains. When question is raised, adverse opinion causes suspicion to rest on him for the perfidy of a band of thieves and loafers that you have trained in the ways of deception. His only protection must lie in the friendly offices and in the good opinion of his fellow-servants—his employer affords him none. If, under such circumstances, John becomes degraded, what is the remedy? Will dishonesty be rooted out of your service by punishing John?

In private business circles the complaint is heard that employés cannot be trusted as in the good old days that men are less upright. Who says this, fails to grasp the meaning of modern commercial and industrial progress and conditions. Not that men are less honest, but that more is required of them. Under the old régime, every transaction went on in plain view of the proprietor, or, if not in his presence, he was so far familiar with his little stock in trade that he would at once detect a loss. The system was one of close and constant inspection and "personal count." Business grew; it came to be too large for the system. The "personal count" of the proprietor was no longer possible and his direct supervision of each transaction was lost. When a private undertaking

has reached this phase of development, then one of two results must follow—either the "personal count" must be supplemented by a system of "record account" that will reflect the acts and responsibility of



FREDERICK A. CLEVELAND, THE ABLE AND WIDELY-KNOWN WRITER ON FINANCE AND GOVERNMENT.

each employé and protect him against the dishonesty of others, or the business itself will soon become numbered among the scuttled and stranded derelicts. If a merchant fails to encourage honesty and efficiency in his service, and if perchance his employés become careless of his welfare when he has shown himself indifferent to theirs, he may well reflect that the times are not what they were when the affairs of each man and the acts of every citizen were recorded in the intelligence of the whole community.

We turn now to municipal affairs. Yes, there is graft. But who is primarily responsible for it? Does a banker condemn society for the loss of a bag of gold that has been carelessly left on the sidewalk? Not society, but the teller or clerk who in the "record account" is found short, and whose duty it was to put that particular bag of coin into safe-keeping. The stockholder of the bank may not witness a single detail of business transacted by his institution. He may not count the cash nor thumb over the securities, but he knows that every coin, security, voucher, and paper is accounted for. How? By having a system that so thoroughly records the acts of every servant that "the very hairs of his head are all numbered," not only that no harm may come to the stockholder, but that no harm may come to his employé.

In government we have thrown safeguards to the winds. Yes, the treasury is protected, and, generally speaking, disbursing officers and clerks are true to their trust; we have given to the public and to tellers of cash adequate security by installing a system of strict "record account" for funds and for receipts and disbursements. But in every public contracting relation, in every position requiring the exercise of official discretion, in every administrative relation having to do with economy either of service or of public resource, we are without system and without "record account" which will aid our responsible agents in the direction of our affairs, protect them against infidelity from within or piratical enterprise from without. Such graft as exists is the direct result of the system by which we encourage our public agents to become dishonest, and discourage every effort and ambition to build up in our public institutions an *esprit de corps* and a morale that will hold the object of their creation (public welfare) above the claims of individual greed. Even in the best organized and best equipped municipalities there seems to be a lack of information which either will aid the officer in the performance of duty or enlighten the citizen (the stockholder) as to the doings of his agents. A few American cities have installed systems of "record account" from which this information may be had, but, generally speaking, even in these cities, little use is made of the system other than to strengthen financial control.

The municipal officer as well as the citizen has failed to appreciate the difference between "financial control" and "general administrative control." The first has to do with matters of budgetary estimates, revenue provisions, protection of funds, and the like. These matters are for the council, the finance committee, and the comptroller. The direction to be given to the many departments, the service to be rendered to the public, matters of municipal economy and efficiency, all of the executive and administrative activities, require effective organization, intelligent direction, constant supervision, rigid inspection, and honest endeavor on the part of every officer and employé in the service. These are the functions with which the mayor and the chiefs of departments are charged. How may the mayor

know whether the chief of the police department is competent to command the forces on which devolve our physical protection, unless he may have a complete record of the operations of the department laid before him for consideration, and standards of comparison set up by which competency may be gauged? How may the superintendent of streets know whether those in his service are giving honest return in service rendered? How may we as citizens know whether we are paying too much for light, for paving, for water, for municipal supplies? So long as questions of this kind remain unanswered, so long as we have no system by which this information may be constantly before us, so long as we have no record for judgment of competency or integrity, just so long will we be putting a premium on official incompetency and public graft. What we need is a thorough system of municipal "cost keeping" together with a comprehensive system of "administrative accounts." More than this: These records and results should be translated into simple, plain English and currently reported to citizens—stockholders of the corporation organized to protect and foster the common weal.

## Chicago's Record-breaking Firemen.

CHICAGO HAS to-day one of the fastest and most effective fire departments in the large cities of the world. The city has the record for the smallest percentage of loss of property involved, in comparison with the number of fires extinguished. The records for 1904 show the actual loss on property involved to be less than 2.50 per cent. The department worked on nearly eight thousand fires during that year. In 1903 there was a 2.73 per cent. loss, the value of property involved being \$111,743,441, and the actual loss \$3,062,931, which is a record seldom equaled by metropolitan departments. In a display where splendor was considered, the department of the "windy city" would not head the list, but the records made, under the leadership of the gray-haired chiefs, stand out in bold relief. Fire Marshal John Campion, the present chief, and W. H. Musham, lately retired, are both veterans of the great fire of 1871. To them and the sturdy men who followed their stentorian commands is due the credit of driving the fire-fiend to his den.

The most noticeable thing about the department is speed, despite the evidence of the man who stood on the corner with his watch open and counted fifteen minutes before the department arrived, the reason being that every one thought every one else had turned in the alarm, and therefore the fire burned thirteen minutes before an alarm was given. "This occurs at about every other blaze," says Chief Campion. An alarm clatters in faster than you can count the strokes on the gong; the engine is out of the house in forty seconds, and at the fire a man is off the hose-wagon with a hand chemical before it stops. An engine couples on to a hydrant and a line is laid in a jiffy, even though a pail of water will suffice to extinguish the blaze, because there are always possibilities. A fire under the floor or in the ceiling is a signal for a wood-chopping contest or a pike-poling exhibition, for ten men with as many axes or pikes reach a hidden fire in record time.

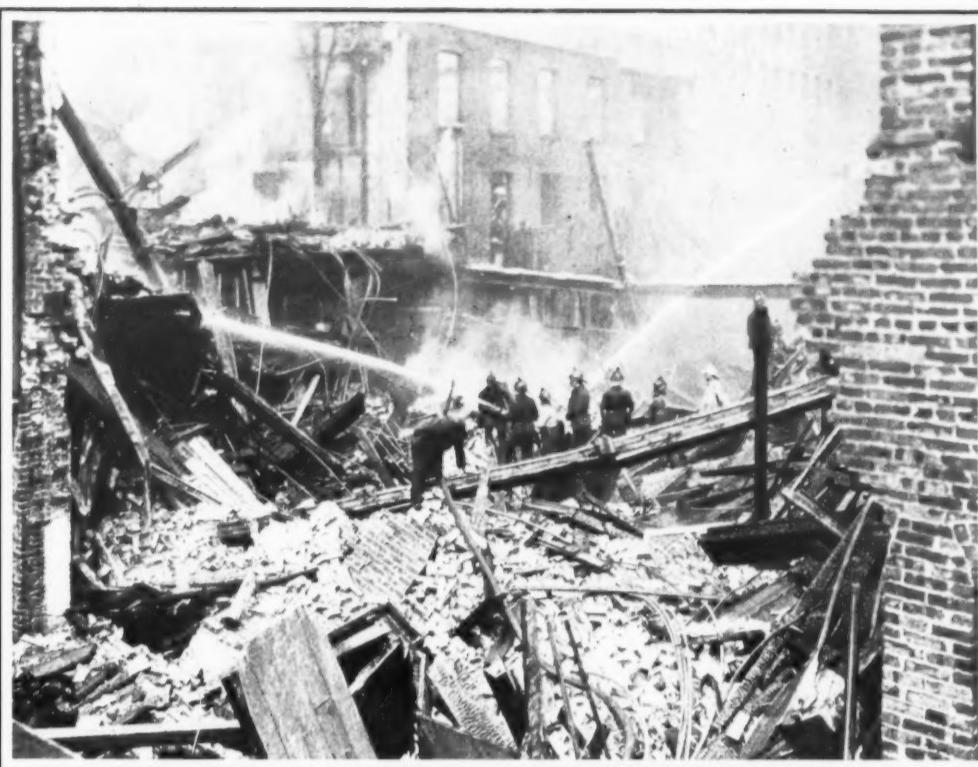
No one hesitates to put in a call for extra engines. The first sign of trouble will find the battalion chief at the box turning in a 2-11 call, which in the dangerous districts will bring out a dozen engines. It is the policy of the Chicago department to jump on a fire and swamp it from sheer force of numbers; for, says Campion, "a minute saved at the start is an hour and a thousand dollars saved at the end." The special calls for more engines are: First, 2-11; second, 3-11, or a combination of these two calls, making 4-11, which is used to save time on big fires, but does not result in any more engines than the first two rung in separately. After these calls engines are summoned in lots of five by striking the number of the companies wanted, followed by the box number.

Since 1881 there have been 311 fires at which the loss has been over \$30,000. In these fires the average loss has been 32 per cent. The loss of life has been very light during the last year, but during the year previous it was the highest since 1871, owing to the loss of 528 lives at the Iroquois Theatre. The record for number of alarms answered in one day was broken on February 2d. On this day ninety alarms were answered; seventy-four resulted in work for the department, while three resulted in a second call. A peculiar fire broke out in the eight-story cold-storage building at the S. & S. Company's plant in the stock yards on January 15th of this year. It started in the sawdust packing between the walls. An ammonia pipe burst, and as there were no windows in the building, the firemen dug holes through six feet of brick and sawdust, into which thirty engines poured water. No headway was gained, although forty firemen were overcome with smoke and ammonia trying to get a line to the seat of trouble. On the night of the second day the fire broke through the roof, and it was not entirely out until eight days later.

Many of the horses and pieces of apparatus are veterans as well as the men. About fifteen of the latter were among those vanquished when the "cow



QUICKLY SUBDING A FIRE BY DRENCHING THREE FLOORS AT ONCE FROM FIRE-ESCAPES.



DELUGING THE GLOWING RUINS—THIS FIRE GAINED GREAT HEADWAY BEFORE IT WAS DISCOVERED, BUT IT WAS CONFINED TO ONE BUILDING.



HOISTING THE HOSE LINES TO ATTACK A FIRE IN THE UPPER STORIES.



FIREMEN FIGHTING THE FLAMES IN A LOWER STRUCTURE FROM THE ROOF OF THE ADJACENT BUILDING.



POURING WATER THROUGH A BREACH MADE IN THE WALL OF A BURNING EIGHT-STORY COLD-STORAGE WAREHOUSE WITHOUT WINDOWS, THE FIRE IN WHICH RAGED FOR A WEEK.



ENGINE AT HIGH PRESSURE PUMPING WATER AT A FIERCE FIRE.



WHEAT ELEVATOR IN FLAMES, AND MEN WORKING AT A DISTANCE AS THE WALLS THREATEN TO FALL—EACH POWERFUL STREAM SUPPLIED BY THREE ENGINES.



RUINS OF THE BREVOORT HOUSE, DESTROYED IN SPITE OF HARDEST WORK. *Wright.*

#### CHICAGO'S HEROIC AND EFFICIENT FIRE-FIGHTERS.

THEY BATTLE GAMELY WITH THE FLAMES, TAKING GREAT RISKS IN SAVING PROPERTY AND LIFE.  
*Photographs from E. O. Sawyer, Jr. See opposite page.*

kicked over the lamp," while many of the horses have been in the department fifteen years. Dented brass on the engines and scarred trucks show that the battles have been fought at close quarters and that victory did not come without a struggle. "Who cares for looks?" says the chief. "The old brass steamer is just as valuable as the new one with the nickel finish and the rubber tires to the crew who are 200 feet into a burning cellar, because there, lives depend on water, not display."

The Chicago fire department is controlled by a marshal and three assistants, with seventeen battalion chiefs. There are five fire-boats, 102 fire-engines, eighteen chemical engines, five combined chemical and hose wagons, eighty-nine hose wagons, thirty-three hook and ladder trucks, and two water-towers, hauled by 478 horses, and manned by 1,297 firemen. EDMUND OGDEN SAWYER, JR.

### Mid-Continent Metropolis.

*Continued from page 412.*

are therefore essentially modern. When a connection is established with a Chicago bank it can be relied upon that every facility consistent with safety will be afforded the customer. He is made to feel that he is getting the best service that up-to-date methods can give him, and that he must profit by the connection.

Chicago's development as a financial centre has been both rapid and substantial. In 1893 the total deposits of the city banks were \$183,588,000, and the combined resources were \$275,000,000. In 1900 the deposits had increased to \$338,000,000, and the total and the resources aggregated \$398,000,000. In 1905 the deposit accounts show a grand total of \$604,000,000, and the resources are swelled to the enormous sum of \$662,000,000. The total capital and surplus of the Chicago banks is \$84,000,000, which is 25 per cent. of all the capital and surplus of the 7,059 banks in what is known as the Central Market section, composed of twenty-six States and Territories.

### THE WORLD'S GREATEST RAILROAD CENTRE.

Chicago bears the eminent distinction of being the greatest focal point for railroads in the world. There are twenty-four trunk-lines, besides numerous small roads, centring here, with a total mileage of 120,000, or fifty-nine per cent. of the railroad mileage of the United States. Nineteen hundred trains arrive and depart every day from the different stations.

### Washington's Unlucky Universities.

THERE IS something about Washington unfavorable to institutions of learning under religious patronage. Readers have not forgotten how the late Bishop Hurst, of the Methodist Church, sought to establish a Methodist university at the national capital. He put his whole heart and soul into the project, and his fortune and that of the wealthy wife whom he married were enlisted in the work. Afterward, in retirement, he sorrowed over the lack of success until death came. The Roman Catholic University at Washington has also been passing through a series of troubles. This institution owed much in its early days to two benefactors who were taken from the fold of Protestantism. One was Mr. Waggaman, who has been its treasurer, and who, until his recent failure, was assumed to be one of the wealthiest men in Washington. Through his failure the affairs of the university became so seriously involved that Cardinal Gibbons promised to devote his fortune to saving it, and also appealed to his co-religionists for aid. The other benefactor was Mary Gwendolin Caldwell, who by her marriage became the wife of the Marquis des Monstiers-Merinville. In 1889 Miss Caldwell gave \$300,000 for the founding of the university. The recent announcement that the lady had returned to the Protestant faith, in which she was born, created a genuine sensation in all circles and consternation among the friends of the university. The buildings of the latter contain conspicuous memorials of Miss Caldwell. To remove them without returning her gifts would be embarrassing. To keep them in sight of all visitors would seem to be impossible. At this juncture the thought comes that we may be getting too many of these institutions for higher education. Every one added not only weakens the others, but increases the tax upon those who are relied on to furnish the means to carry on educational and other good works.

### Correcting the Divorce Evil.

THE INTERNATIONAL church conference recently called into existence to combat the divorce evil has issued a leaflet showing the proportion of divorces to marriages in 1902. Thus in that year the proportion in Maine was one divorce to six marriages; in Rhode Island one to eight; in Massachusetts one to sixteen. In 1900 the proportion of divorces to marriages in Indiana was 1 to 5.7, but there was quite an improvement during the two years, and Maine is disclosed as the State where divorces are relatively the most frequent. The executive committee say that the

hope of curing and crushing the tendencies to facile and frequent divorce rests "upon impressing and inculcating such an intense conviction of what marriage is, that it will cease to be entered into unadvisedly." This advice is excellent, and hasty and careless marriages are, of course, to be disconcerted by every known method. But preaching along this line will accomplish little. The problem is not so much

We may instance "The Christmas Blessing," "Ericson's Return," and "Easter" as productions of very considerable merit and worthy of everybody's perusal. Readers of LESLIE'S WEEKLY will be especially pleased to find here, preserved in permanent form, a number of poems which first appeared in these columns. The book is adorned with a good portrait of the author. (Published by the Knickerbocker Press, New York.)



A NEW ENGLAND VILLAGE NEARLY WIPE OUT BY FIRE.

RUIN-STREWN SCENE AT SPRINGVALE, ME., WHERE TWO BIG SHOE FACTORIES AND THIRTY-FIVE OTHER BUILDINGS WERE DESTROYED BY THE FLAMES, ENTAILING A LOSS OF \$300,000.

THE FIRE STOPPED AT THE FREE BAPTIST CHURCH, SHOWN IN THE PICTURE.

Morton & Crosby.

how to prevent people from indulging in hasty and careless marriage, as it is to persuade or compel those who are married to remain in that state and support their respective wives and families. It has been demonstrated in many States whose divorce rate is decreasing that increasing strictness in the law and, what is even more important, increasing strictness upon the part of the courts with whose discretion the administration of the divorce laws is necessarily lodged lessen the number of divorces, whereas moral suasion and ecclesiastical authority fail. The lesson is obvious.

### New Works for the Book-shelf.

WHILE "Book Treasures of Mæcenas," a volume of verses by the late John Paul Bocock, a well-known journalist of New York City, does not rank with the works of the great poets, it yet contains many lines of unusual literary excellence and of genuine poetic power. Amid the fifty or so readable and melodious pieces presented, there are several which writers of wider fame would have been willing to own.

### Patience!

HAVE you wearied of the battle? Have you grown disengaged, son? Looking backward on life's pathway, is it little you have done? Does the woof beneath your fingers seem to tangle more and more? While the riddle of the future seems yet stranger than before? Just be patient. Youth will waken, and at last the mystic fates Bring the tangled threads out even for the one who works and waits.

DOES she shyer seem and farther from your love's entreatings hands? Than his harbor from the sailor wrecked upon the barren lands? Is the call of music stronger than your heart's beseeching cries? As she whirls amid the gay ones with the glamour on her eyes? Yet be patient. Youth will waken, and at last the time will come When the heart no more is stifled and when love will not be dumb.

HAVE you seen your idols falling by the road you bravely trod? With your whole life dedicated to your people and your God? Did you lift against the dragon dauntlessly your single lance, To be stricken down by malice or the sword of circumstance? Still be patient, oh, my brother, and take courage in the fight— For your own soul will reward you in the battle for the right!

HAVE you wandered in the wilderness till hope is nearly dead, While the flying brush of time has painted winter on your head? Is the promised land no nearer to your anxious, dimming eyes? That have watched the silent heavens for a glimpse of paradise? Patience!—just a little longer, and the dark night will be gone. And your soul behold the splendor of the everlasting dawn!

LOWELL OTUS REESE.

LOVERS OF tales told in a picturesque, if somewhat slangy, vernacular will derive much enjoyment from reading "Red Wagon Stories," by Wells Hawks, a writer of undoubted skill in his vein. The author has chosen a very apt title, for he relates "tales told under the tent"—that is, under the canvas of a traveling circus. There are eleven little narratives, each purporting to come from some member of the show company, and they all are characterized by knowledge of human nature, odd incidents, and quaint and curious expressions, while every one is pervaded with humor. The book will serve to while away an hour most agreeably. (Published by I. and M. Ottenheimer, Baltimore. Price, 50 cents.)

THE REMARKABLE services rendered to the 30,000 German residents of Paris during the Franco-Prussian War by United States Minister E. B. Washburne form one of the most interesting chapters in history. In "America's Aid to Germany in 1870-1871," Adolf Hepner has given an abstract of Minister Washburne's official correspondence relating to his care of the Germans in the French capital during the stormy period from July 17th, 1870, to June 29th, 1871. The story thus officially told discloses the sufferings of the unhappy Teutons at the hands of a hostile population, the aggressive efforts made in their behalf by Mr. Washburne, and the protection and relief which he succeeded in securing for them. The facts cannot be recounted too often, for statement of them must always add a new glow to the friendship between Germany and the United States. Besides the English text, Mr. Hepner has provided a German translation of the letters cited, which is of obvious value, and has prepared an excellent preface in which he explains the good purpose of the work. (Published by Adolf Hepner, St. Louis. Price, \$1.50.)

### Books Received.

*From Litt'l e, Brown & Co., Boston.*

"The Story of Rolf," by Allen French; "Little Almond Blossoms," by Jessie Juliet Knox; "In the Miz," by Grace E. Ward; "White Crystals," by Howard R. Garish; "The Princess Thora," by Harris Burland; "The Child at Play," by Clara Murray; "Sweet Peggy," by Linnie Sarah Harris; "Painted Shadows," by Richard Le Gallienne; "The Wolverine," by Albert L. Lawrence.

*From the Neale Publishing Company, New York.*

"Some Neglected History of North Carolina," by William E. Fitch; "The Mysteries of the Zimmy Dvoretz," by Charles W. Pafflow; "Johnny Reb and Billy Yank," by Alexander Hunter.

*From the Macmillan Company, New York.*

"Backgrounds of Literature," by Hamilton Wright Mabie; "The Quest of John Chapman," by Newell Dwight Hillis; "The Letters of Theodora," by Adelaide L. Rouse; "The Art of the Musician," by Henry C. Hanchett; "The Golden Hope," by Robert H. Fuller; "Another Hardy Garden Book," by Helena R. Ely; "Beyond Chance of Change," by Sara A. Shafer; "The Lode-star," by Sidney R. Kennedy; "The Celebates' Club," by I. Zangwill.

*From the Bobbs-Merrill Company, Indianapolis.*

"A Prize to the Hardy," by Alice Winter; "The Plum Tree," by David Graham Phillips; "The Monk's Treasure," by George Horton; "Hecla Sandwith," by Ed U. Valentine; "The Pioneer," by Geraldine Bonner.

*From Dodd, Mead & Co., New York.*

"The Bandolero," by Paul Gwynn; "Art Thou the Man," by Guy Berthon; "Venice," by Esther Singleton.

*From L. C. Page & Co., New York.*

"Castel del Monte," by Nathan Gallizier; "Lady Penelope," by Morley Roberts; "The Winged Helmet," by Harold S. Mackaye; "Return," by Alice MacGowan and Grace MacGowan Cooke; "Slaves of Success," by Elliott Flower.

*From A. McClurg & Co., Chicago.*

"For the White Christ," by Robert A. Bennet.

*From F. H. Revell Company, New York.*

"Dr. Grenfell's Parish," by Norman Duncan; "The Harvest of the Sea," by W. T. Grenfell; "The Evangelistic Note," by W. J. Dawson.

*From the Century Company, New York.*

"Constance Trescot," by S. Weir Mitchell; "Autobiography of Andrew D. White."

*From C. Prentiss.*

"The Eye, Mind, Energy, and Matter," by C. Prentiss.

*From G. P. Putnam's Sons.*

"The Physical Culture Life," by H. Irving Hancock; "A Self-made Man's Wife," by Charles E. Merriman.

*From John Lane, New York.*

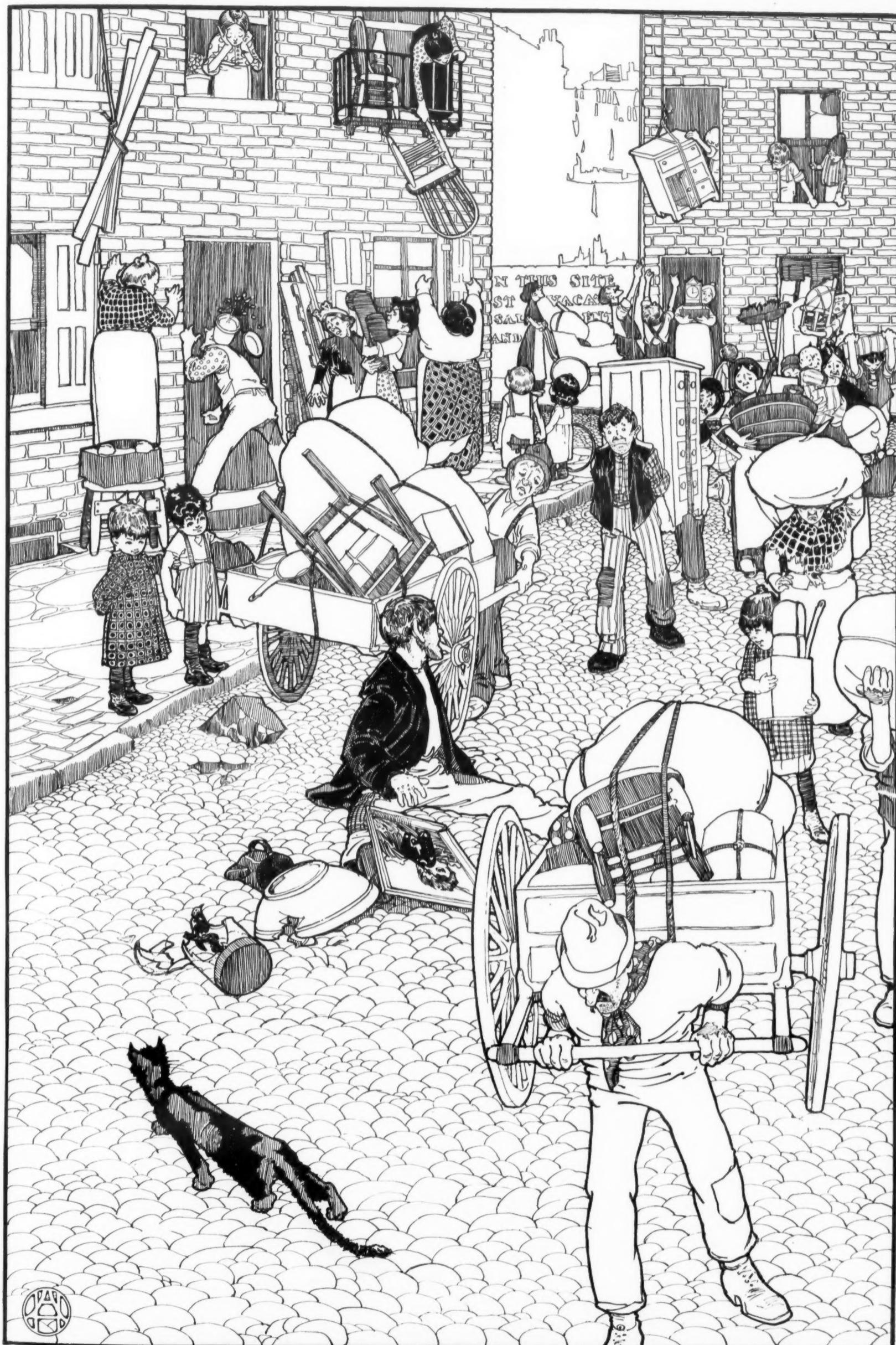
"A Prince to Order," by Charles S. Wayne.

*From Houghton, Mifflin & Co., New York.*

"The Opal."

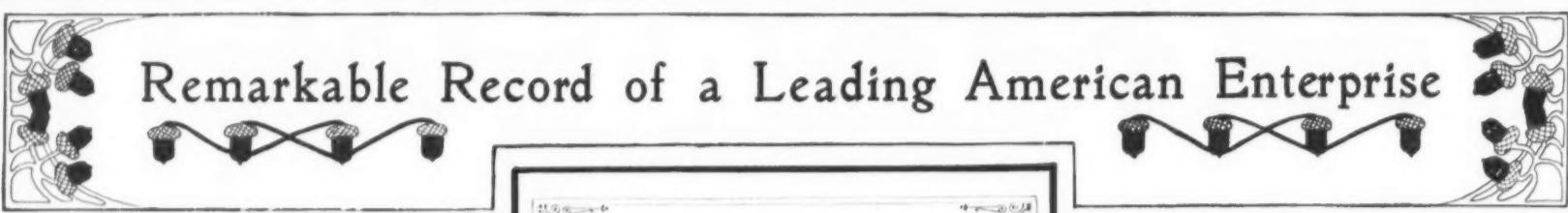
*From the Knickerbocker Press, New York.*

Do you get up tired, and feel tired all day? Try a tablespoonful of Abbott's Angostura Bitters in sweetened water before meals. At grocers' or druggists'.



MOVING DAY IN THE HEART OF CHICAGO.

ANNUAL RUSH OF TENEMENT DWELLERS FOR NEW ABODES—A SCENE OF BUSTLE, TROUBLE, AND MISHAP.  
*Drawn by Arthur Henderson.*



The greatest schemes that human wit can forge,  
Or bold ambition dares put in practice,  
Depend upon our husbanding a moment.

THE RECORDED history of the commerce of the world contains few surprises. The business development of communities and nations is seen only from a statistical point of view, which reveals naught but long lines of figures in the aggregate and summaries that are almost incomprehensible. It is in the unwritten history of individual enterprises that are found the examples of thrift which achieve the most surprising results which astonish the world with their rapid and substantial growth. This is notably true in the rise and progress of The Cable Company, of Chicago, which has in less than a quarter of a century grown from a small concern with meagre capital to the greatest piano and organ manufacturing corporation in the world. It is typically a Chicago institution, founded upon Chicago capital and energy, and endowed with success through the all-conquering Chicago spirit. Its history is a chronicle of progress and perseverance, with few, if any, parallels in the industrial annals of the nation, and is a most striking illustration of business evolution through perfect organization and the application of a sound operating system.

The Cable Company was incorporated February 8th, 1881, as the Chicago Cottage Organ Company, with a capital stock of \$30,000, to which an addition was shortly afterward made of \$40,000 in cash, making a total cash investment of \$70,000, to which original capital nothing has since been added by the company's stockholders. The capitalization of the company was increased from time to time through stock dividends from the earnings, until the accumulations in January, 1898, had reached \$2,000,000. The capital stock was then fixed at that figure, where it has since remained, although the surplus is now an equal amount, giving the company a financial strength of something over \$4,000,000 in capital and surplus. Throughout its entire career the company has paid cash dividends to its stockholders amounting in the aggregate to over \$1,000,000. It will be seen, therefore, that the original investment of \$70,000 has been returned to the stockholders fifteen times in cash, and that the value of their holdings has been multiplied fifty-seven times, and all within a period of less than twenty-four years.

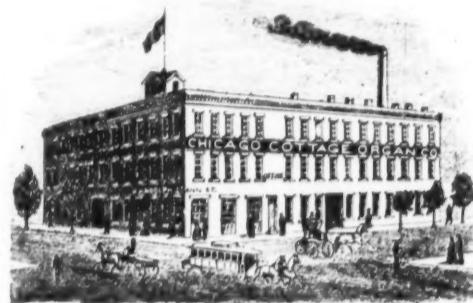
In March, 1900, for the purpose of perpetuating and honoring the name of the founder, Mr. H. D. Cable, and also with the view of successfully prosecuting the piano business under a name not indicative of organ manufacturing alone, but more general in its application, the name of the corporation was changed from the Chicago Cottage Organ Company to The Cable Company.

The business of the company has attained proportions which are understood by few persons even in the vicinity of Chicago. Thirty thousand high-grade pianos and organs are shipped from its factories every year, an average of one hundred for every working day. The export business of the company has grown so wonderfully within the last few years that its instruments may now be heard wherever civilization extends. From Norway and northern Russia and throughout Europe, to the farthest point of South Africa, and over the entire North and South American continents, The Cable Company's wares are known and appreciated. Besides supplying a thousand or more of the largest dealers in the United States with pianos and organs, The Cable Company has thirty warehouses of its own, the principal of which are located in the following cities: Chicago, Ill.; New York City, N. Y.; Boston, Mass.; Atlanta, Ga.; Charleston, S. C.; Jacksonville, Fla.;

JOHN A. COMSTOCK, Pres.  
E. E. WISE, Sec'y.

H. D. CABLE, Treas.  
F. R. WOLFINGER, Mechanical Sup't.

## Chicago Cottage Organ Co.



COR RANDOLPH AND ANN STS.

CHICAGO, ILLS.

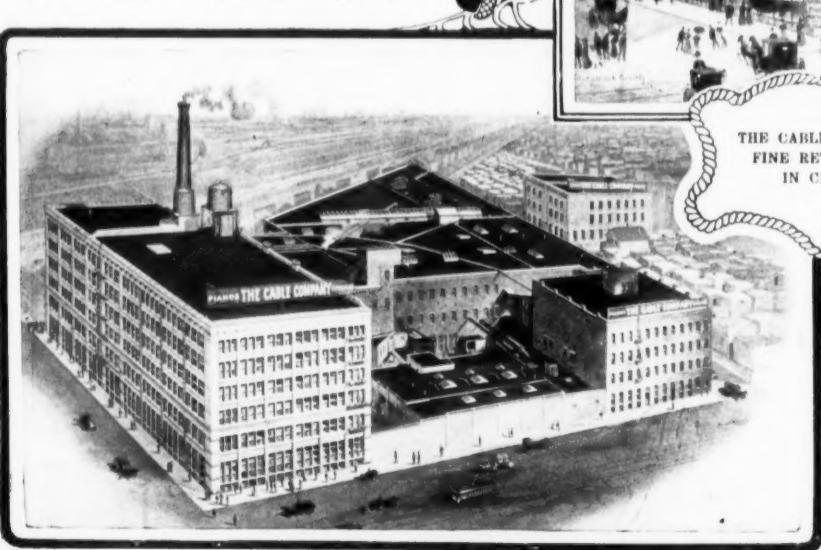
MANUFACTURE - STREET CARS PASS OUR OFFICE

Stationery, Chicago.

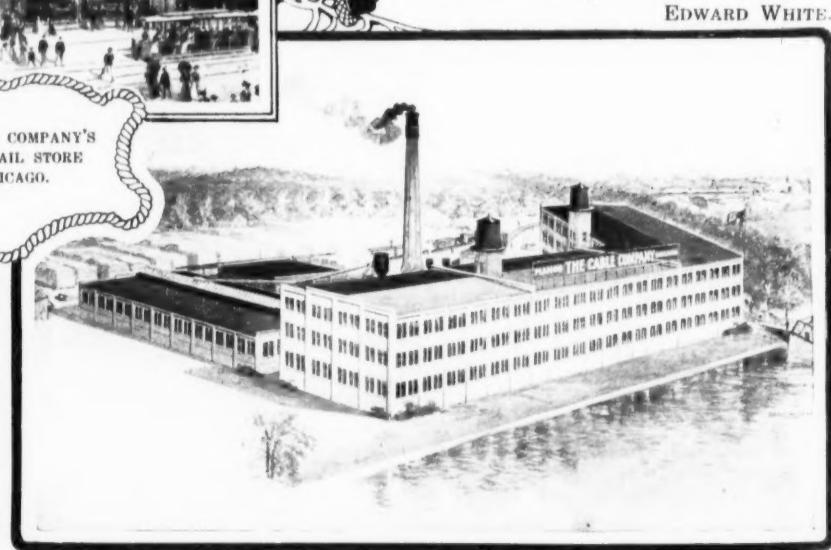
FAC-SIMILE OF COVER OF THE CABLE COMPANY'S FIRST CATALOGUE.



THE CABLE COMPANY'S FINE RETAIL STORE IN CHICAGO.



THE CABLE COMPANY'S BIG PIANO AND ORGAN FACTORY IN CHICAGO.



PIANO FACTORY OF THE CABLE COMPANY AT ST. CHARLES, ILL.

Mobile and Birmingham, Ala.; New Orleans, La.; Richmond, Va.; Knoxville, Tenn.; Cincinnati and Toledo, O.; Minneapolis and St. Paul, Minn.; Detroit, Mich.

The Cable building in Chicago is the most pretentious of its retail stores. This building is a ten-story fire-proof edifice which was completed in the year 1900, at an outlay for land and construction of \$450,000, giving The Cable Company one of the finest structures for its business to be found anywhere in the United States.

The position of honor occupied by The Cable Company at the world's fair at St. Louis was indeed an enviable one. The commissioners of thirty-nine States and several foreign countries selected and installed Conover pianos in their various buildings. In the seven months of the exposition, therefore, The Cable Company's pianos were tested, examined and enjoyed by several hundred thousand people, embracing representatives from all parts of the civilized world.

The keynote of the success of The Cable Company may be found in the sentiment expressed by its president, Mr. F. S. Shaw, in a recently published interview:

"The manufacturer who tries to direct his plant, his sales department, and his collection department soon discovers that his competitor, who has found the right men and has given them charge of these departments, is getting away from him—not because the competitor is more able and brainy than he is, but because with a better organization he is getting better results from men of the same calibre, and is giving himself time to think and plan. The employé of concern, from the office-boy to the president, has a certain amount of brain power, and the house that gives each employé the largest chance to use his or her brain power is the one that succeeds. The manufacturer or dealer who tries to master details which could be attended to by a seventy-five-dollar-a-month clerk is wasting money. He is spending the time of a ten-thousand-dollar-a-year man on a thousand-dollar-a-year job."

"From the time the tree is cut down and the crude iron taken to the foundry, every process through which a piano in process of manufacture passes is performed by men selected for their peculiar ability to do a special work. Over each department, as foreman, is a man who combines executive ability with special technical qualifications. His duty is to see that the best possible results are obtained, not alone from the men of that department, but from the material while it is in his charge. He is the responsible man of the department, and, realizing his responsibility, having nothing else to think about but the work which is constantly under his eye, and being supplied with men fitted to do that work, he is enabled to secure high quality of workmanship and large quantity of output at comparatively low cost, and have the performance repeated daily with clock-like regularity. Result—order instead of disorder, and pianos within the reach of the millions, instead of only the wealthy hundreds."

It is through the exercise of such perfection of system that The Cable Company has been able to manufacture high-grade pianos and organs, and supply the trade at a profit to itself and at prices within the reach of the masses, the quality and the price being governed almost wholly by the immense quantity of the output.

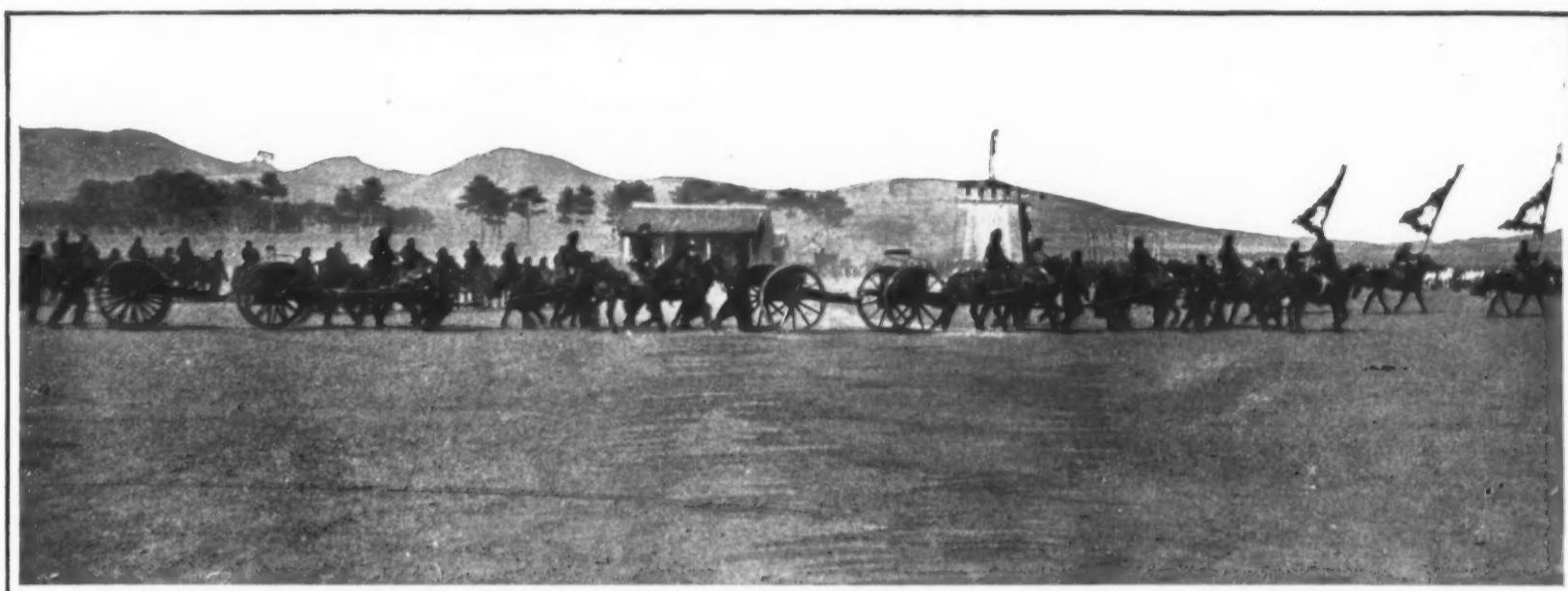
It is a lesson in economic science that cannot fail to make a lasting impression upon every one who grasps its meaning.

An idea of the commercial stability of The Cable Company may be had from the make-up of its board of directors, which is as follows:

George W. Peavey, Frank T. Heffelfinger, and F. B. Wells, of F. H. Peavey & Co., Minneapolis, Minn.; B. E. Walker, manager of the Canadian Bank of Commerce, Toronto, Ont.; H. A. Ware, late vice-president of the Eastern Trust Company, New York City; J. M.

Cleland, ex-mayor of Sioux City, Ia., now vice-president of the company; D. G. Keefe, mechanical superintendent of the company, and F. S. Shaw, president of the company.

EDWARD WHITE.



FIELD BATTERIES OF GENERAL MA'S ARMY ENGAGED IN DRILL—EACH BATTERY HAS HUGE RED BANNERS TRIMMED WITH YELLOW AND BEARING THE COMMANDER'S NAME.



AMERICAN OFFICER WATCHING THE SKILLFUL MANOEUVRES OF THE NEW CHINESE ARMY, IN WHICH ALL NATIONS ARE INTERESTED.

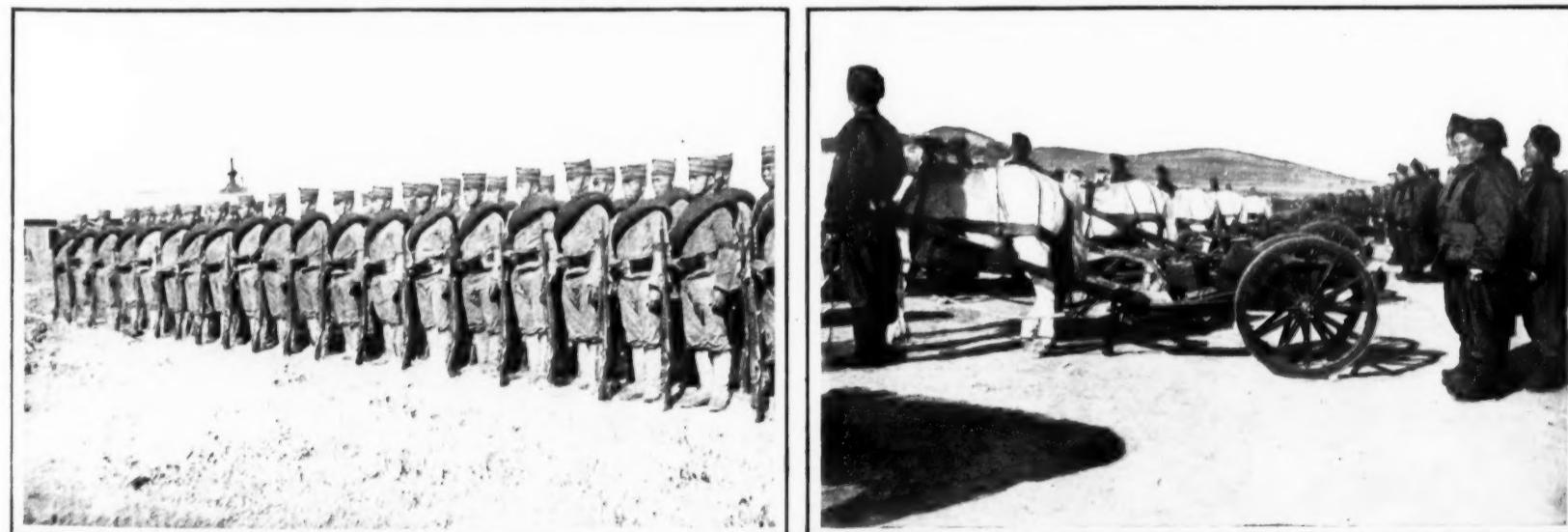
GENERAL MA YU KUEN, AGED SIXTY-SEVEN, ABLE COMMANDER OF CHINA'S TROOPS ON THE MANCHURIAN BORDER.

ONE OF GENERAL MA'S SPLENDID REGIMENTS OF REGULARS ON THE MARCH, PRECEDED BY A DRUM CORPS.



WELL-DRILLED CHINESE SOLDIERS CULTIVATING ENDURANCE BY RUNNING AROUND THE PLAIN, EACH CARRYING SIXTEEN POUNDS OF SAND IN HIS KNAKPACK.

ARTILLERY DRILL AND PRACTICE IN GENERAL MA'S ARMY—GENERAL CHENG AND A FOREIGN OFFICER INSPECTING A KRUPP GUN.



TYPES OF JAPANESE INFANTRY WHO MAY YET FIGHT SIDE BY SIDE WITH THE CHINESE.

STRONG MOUNTAIN BATTERY OF KRUPP GUNS BELONGING TO CHINA'S MODERNIZED ARMY.

### THE WORLD'S BIGGEST ARMY DEVELOPING IN CHINA.

GENERAL MA'S THOROUGHLY TRAINED AND EFFECTIVE CHINESE TROOPS, EQUIPPED WITH MODERN ARMS, THE NUCLEUS OF A FUTURE HUGE HOST OF FIGHTING MEN.

*Photographs from C. T. Boyd.*



PANORAMIC VIEW ALONG CHICAGO'S WATER FRONT, SHOWING MANY OF THE



UNION STOCK-YARDS, THE WORLD'S GREATEST LIVE-STOCK MARKET.



RETAIL STORE OF CARSON, PIERCE, BROS., STATE AND MA-

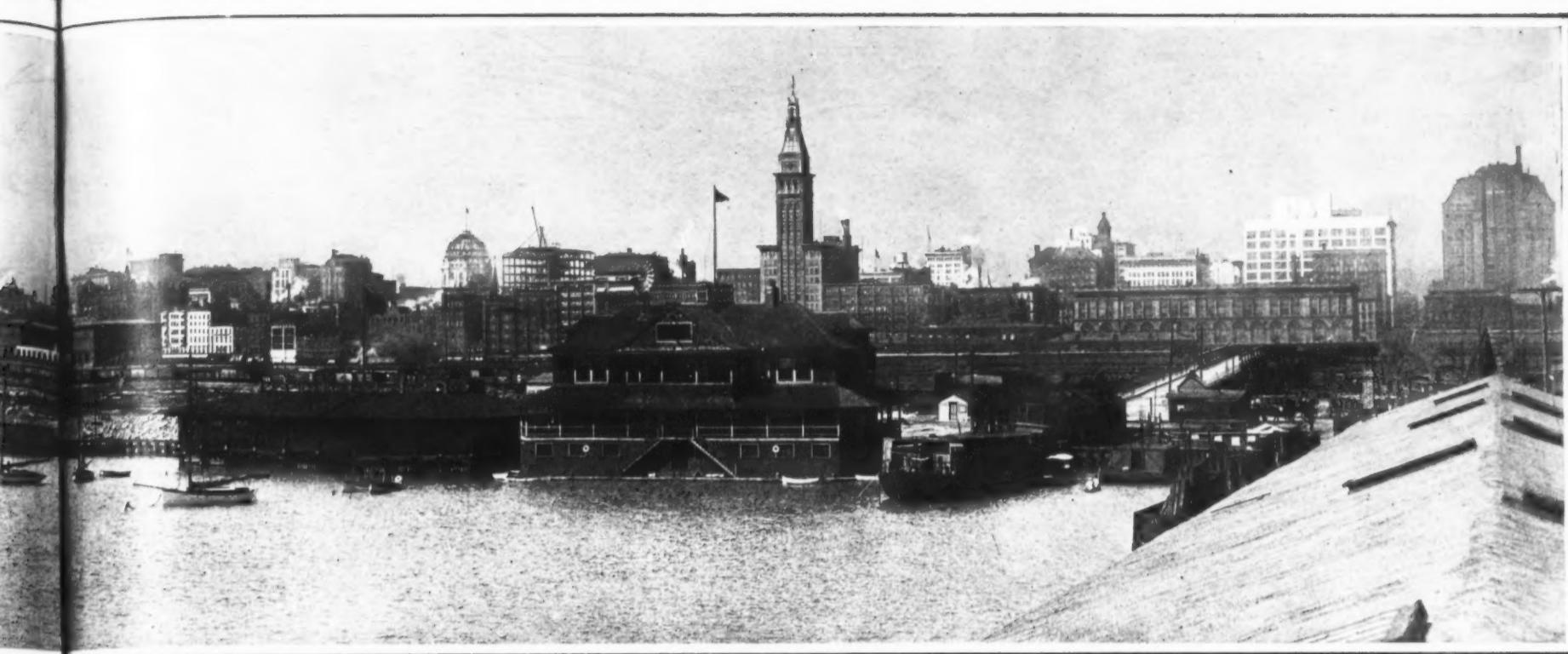


TYPICAL BUSY SCENE ON STATE STREET.



CHICAGO'S GREAT PRODUCE MARKET ON SOUTH WATER STREET.

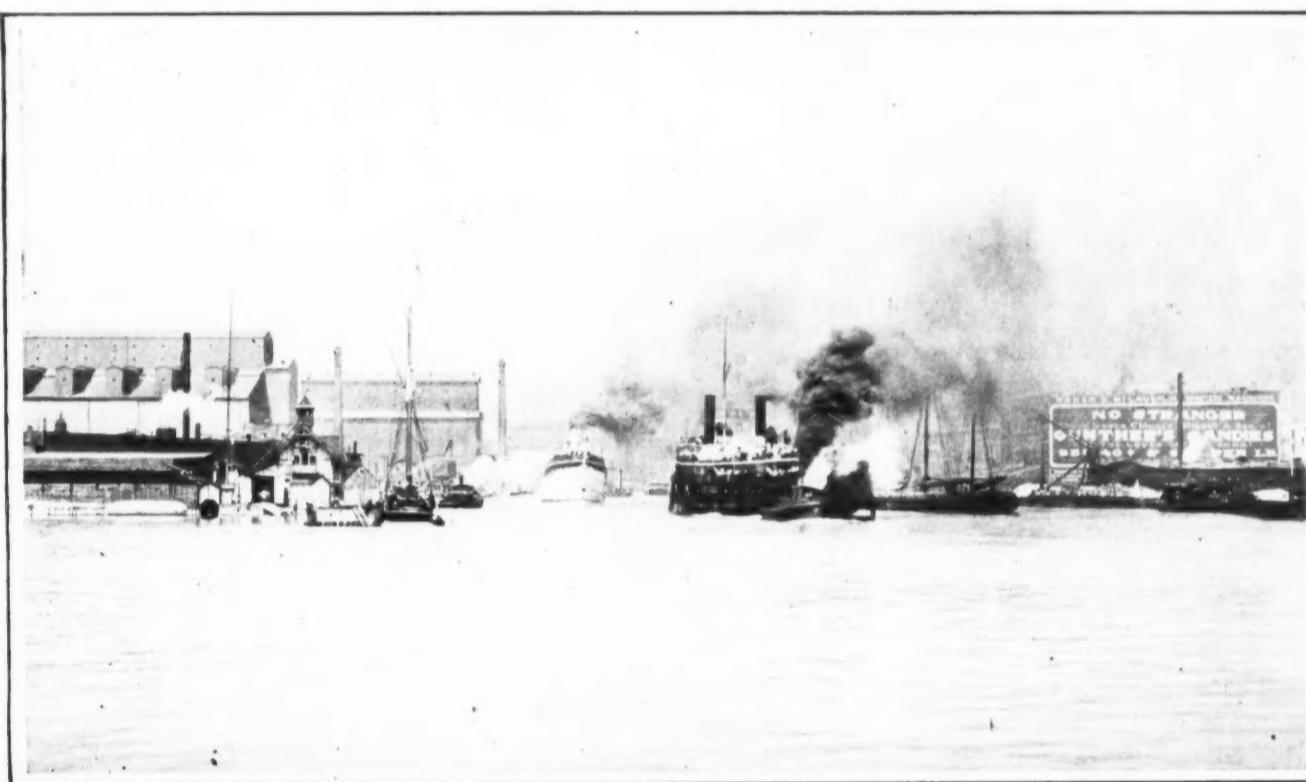
CHICAGO, THE MOST PROGRESSIVE CITY  
STRIKING VIEWS OF NOTED LOCALITIES IN THE RICH, BUSY, AND RAPIDLY GROWING



FRONT, SHOWING MANY OF THE CITY'S BIG BUSINESS AND OTHER BUILDINGS.



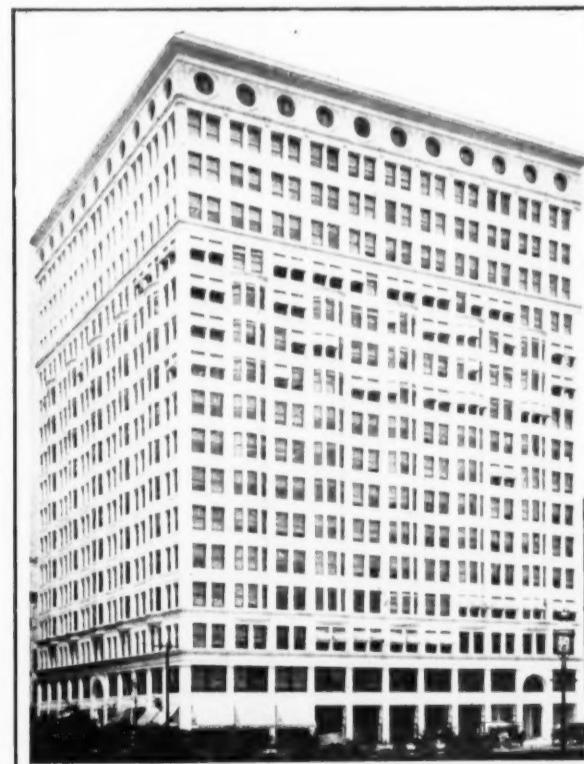
PIRIE, SON, STATE AND MADISON STREETS, CHICAGO.



RUSH OF TRAFFIC AT THE MOUTH OF THE CHICAGO RIVER.



THE FAMOUS GRAND BOULEVARD, ONE OF CHICAGO'S FINEST AVENUES.



THE RAILWAY EXCHANGE, AN UP-TO-DATE SKY-SCRAPER.

SIVE CITY OF THE WESTERN HEMISPHERE.

RAPIDLY GROWING METROPOLIS OF THE MID-CONTINENT.—*Photographs by Taylor. See page 412.*

# The Co-operative Movement in the United States

By S. D. Pine

**C**O-OPERATION has been the *ultima thule* of the world since civilization began. Going back to prehistoric times, there is no doubt that co-operation was also practiced to a greater or less extent, if we are to place any credence upon the scattering links of the peoples of these ages, that have been unearthed from time to time. These point very strongly to the fact that during those ages the communistic or co-operative idea was followed. There are indications of the existence of general storehouses for the storing of the grains gathered by the tribes, and communal dwellings inhabited by the members of the settlements. And thus all down through the ages has the co-operative idea in one form or another been followed, meeting with more or less success.

In the present day the trend of the commercial world has been leaning more strongly than ever toward the co-operative idea. Witness the consolidation of the vast commercial interests looking toward co-operation in the purchase of the raw material, in its manufacture and final sale to the consumer. These combinations which have been formed and are daily being exploited, although not true co-operation, are but another phase of the idea. While it does not work to "the greatest good to the greatest number," as in true co-operation, the basic principle is the same—the elimination of the middleman. This class of co-operation has not, however, benefited the masses, either in lessening the cost of necessities and luxuries of life nor in a division of the profits made possible by such amalgamation.

The word co-operation is defined by Webster to mean "working together for the mutual benefit of and the greatest good to the greatest number." John Stuart Mill, the world's greatest authority on the subject of political economy, says "distributive co-operation has its origin in the fact that the middleman between the producer and the consumer may be dispensed with."

England was the birthplace of the practical co-operative idea, which has met with such remarkable success in that and other foreign countries. In 1844, a few laborers in Rochdale, seeking a means whereby they could avoid the paying of high prices prevailing for the necessities of life, organized a small society. This society began by purchasing tea, coffee, sugar, etc., in bulk, selling it to the members at market prices. At the end of the first year of its existence the society was amazed at the large profits made and which were divided proportionately to the amount of the capital. It then branched out, increasing its membership and stock of goods, and is to-day the pioneer co-operative society of England. The success of this society was the signal for the formation of others throughout England and Scotland, and in 1903 the report of the board of control of these societies to the co-operative congress, held in June of that year, stated that 1,700 societies were in existence, with a membership of 2,300,000. The value of the shares held was \$130,000,000, and during 1902 sales were made amounting to \$430,000,000, an increase over the preceding year of \$20,000,000, yielding a profit of \$50,000,000, or forty per cent. on the invested capital.

During the thirty-nine years of the life of co-operative societies of which there are any authentic records, the total sales of those in England have amounted, in round numbers, to \$6,000,000,000, realizing a profit of \$550,000,000, and the original shares, which were sold at \$2.50, were valued at \$1,000 in 1903. These societies, in addition to handling merchandise, manufacture cotton, linen, silk, wool, shoes, leather, metal-ware, hardware, and woodwork. They also operate quarries, printing establishments, bookbinderies, flour-mills, steamship lines, and do a general building business, as well as a banking business, the latter department handling in 1903 \$400,000,000. These societies have factories located throughout England and buyers in the principal markets of every country of the world. As an instance of the importance and magnitude of the business done by one society, the greater portion of the dairy product of Denmark is handled by it. Libraries have been organized throughout the country and many institutions of learning established for the benefit of its members. This same measure of success has attended similar and later societies organized on the same lines in Germany and France.

Practical distributive co-operation has been the theme and argument of economists and social and political reformers for years, particularly in this country. There are to-day many small distributive co-operative societies in existence in the United States which have met with a fair measure of success.

Co-operation applied to a business proposition to be successful must of necessity be handled on strictly business lines, taking as an example the many private productive and distributive enterprises so successfully carried on in this country. This cannot be accomplished by following untried theories any more than



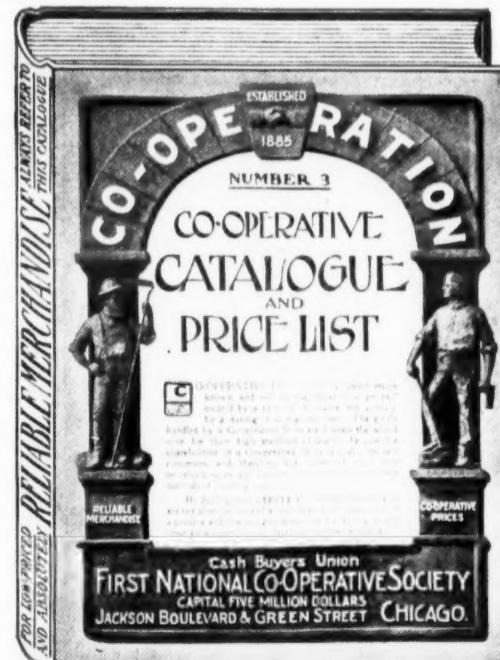
JULIUS KAHN, PRESIDENT OF THE FIRST NATIONAL CO-OPERATIVE SOCIETY, CHICAGO.

in any other commercial enterprise. Briefly, the sole cause of the failures that have attended some movements of this character in the United States has been the lack of business management, not the principles of co-operation.



THE HOME OF THE FIRST NATIONAL CO-OPERATIVE SOCIETY, CHICAGO, THE LARGEST CO-OPERATIVE SOCIETY IN AMERICA AND SECOND LARGEST IN THE WORLD.

These movements are usually organized on a wrong basis; either just to "start something," or else with the theory that it will revolutionize the economic conditions of the social and industrial world. Sufficient capital is lacking in the beginning, and, as a rule, every shareholder desires and must have a voice in its



MAMMOTH CATALOGUE ISSUED BY THE FIRST NATIONAL CO-OPERATIVE SOCIETY, CHICAGO. THIS CATALOGUE CONSISTS OF 1,350 PAGES, AND CONTAINS OVER 100,000 ILLUSTRATIONS, DESCRIPTIONS AND PRICES OF EVERYTHING KNOWN AS MERCHANDISE.

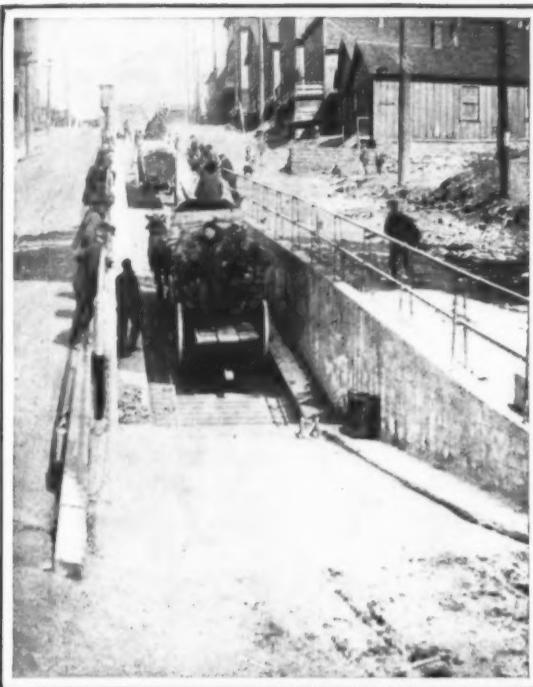
management. The result brought about by the foregoing causes, in nine times out of ten, is failure. George Jacob Holyoake, who has written largely on the co-operative movement in England, says, in his "Rochdale Pioneers," in touching upon the subject of the management of co-operative societies: "A committee of thirteen workingmen sometimes debate half an evening away as to whether nine pence or thirteen pence should be expended for a broom. \* \* \* Or, it is 'Resolved that there be a watering-can provided for the store.' \* \* \* Such methods spell disaster."

Again, in the organizing of a movement of this character the methods followed in England and other foreign countries, while successful there, do not meet the social and economic conditions extant in the United States. This phase of the movement was very aptly expressed at the recent meeting of the First National Co-operative Congress, held at St. Louis, Mo., in June, 1904, by Julius Kahn, president of the First National Co-operative Society, of Chicago, the second largest co-operative society in the world, numbering thousands of members all over the globe. Mr. Kahn, speaking of the American system, said: "We will have to have a platform in which we must embody the qualifications that make an enterprise co-operative—a platform on which can squarely stand all co-operators intent upon the 'greatest good to the greatest number.' What's the matter with an American school or system of co-operation, created by ourselves, for ourselves, moulded and adapted to our own people and environment? It will \* \* \* awaken co-operation from its lethargy and will make Rochdale and the English and Scottish societies, great as they are, dwindle into utter insignificance. American co-operation will develop lines radically different from any yet found and a strength unparalleled in the history of commerce and industry."

Statistics covering the co-operative movement in this country have never been accurately gathered. However, from a careful investigation of the subject, the magnitude of the movement is something astonishing. The membership in the Farmer's Co-operative Association alone amounts to not less than five millions. The counties are, however, for the most part confined to a belt running across the country north of the Ohio River, from the Atlantic to the Pacific coast, although there are two or three societies in the southern central States. The movement among the agricultural classes has advanced to such a point along certain lines that there is, in some counties, almost a complete socialization of telephone service, co-operative fire insurance on buildings and contents, as well as on live stock, against natural death, and of crops against damage by the elements. A conservative estimate of the membership of co-operative insurance is about 2,500,000. The number of co-operative creameries, according to the census of 1900, was 3,393 and a total of all kinds of about 73,000. There are also many thousands of co-operative irrigating associations and a large number of local organizations of the Patrons of Husbandry and Patrons of Industry, engaged in co-operative buying without the expense of the maintenance of stores. There are also many co-operative stores, lumber yards, etc.

These societies number in membership anywhere from ten to two or three hundred. In the large cities there are also small societies whose members are banded together for the buying of articles used in every-day consumption, but none fully meets the demand for a national society which can furnish, like its English prototypes, practically everything necessary to sustain life at prices sufficiently low to make it worthy of support—a cardinal point of the co-operative idea.

That the idea of a national association has finally come to its fruition is evidenced by the success of the Chicago society, which to-day numbers something over 15,000 members, representing every State in the Union and every country in the world. Its organizers have recognized and met the need of methods suitable to the country and of an economic superiority over the prevailing distribution through individuals and firms. The economic advantages of national co-operative societies are many, the principal ones being the opportunity afforded shareholders located in every section of the country to purchase the necessities of life at low prices, and incidentally the luxuries, and a division of profits amongst the members from sales made in this manner. These privileges, heretofore, have been necessarily restricted to those who resided at points where these societies were in operation, and until the national movement was successfully launched in the organization of the Chicago society, the public had been held out of the opportunity of becoming co-operators in a commercial and profit-sharing sense.



"ROLLING ROAD," OPERATED BY ELECTRIC POWER, AN ESCALATOR WHICH CARRIES HEAVY WAGONS UP A STEEP HILL IN CLEVELAND, O.—Thomas J. Morgan, Ohio.



FAMOUS PIKE AT THE LATE ST. LOUIS WORLD'S FAIR AS IT LOOKS TO-DAY, DESERTED AND IN A DISMANTLED CONDITION.  
W. P. Schuck, Illinois.



(PRIZE-WINNER.) MERRY MAPLE-SUGAR PARTY IN A NEW ENGLAND GROVE.—Harry G. Phister, New York.



KING EDWARD OF ENGLAND, WITH LORD ROBERTS (AT LEFT), GOING TO A REVIEW OF TROOPS DURING HIS VISIT TO DUBLIN, IRELAND.  
O. H. Armstrong, Ireland.

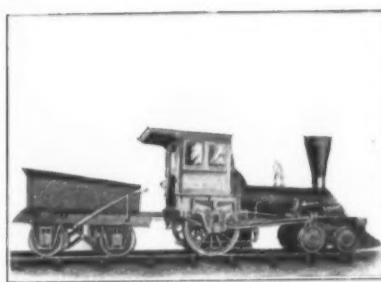


PAINTER AT WORK ON A FLAGSTAFF, 105 FEET FROM THE GROUND, ON A HIGH BUILDING IN MINNEAPOLIS.  
Ralph H. Mitchell, Minnesota.

AMATEUR PRIZE PHOTO CONTEST—NEW YORK WINS.

REMARKABLE DIVERSITY OF STRIKING PICTURES EXHIBITED BY SKILLED MASTERS OF THE CAMERA.  
(SEE OUR AMATEUR PHOTOGRAPHIC ANNOUNCEMENT ON PAGE 431.)

## The Pioneer of Chicago's Great Railway Systems



THE PIONEER, FIRST LOCOMOTIVE USED ON THE CHICAGO AND NORTH-WESTERN.

territory east of the Mississippi River had been ceded to the United States by the Indian tribes, who had until that time been the owners of the land, citizens of the active little town on Lake Michigan secured a charter for the building of a railroad to connect Chicago with the West, and what has now developed into the great Chicago and North-Western Railway system was begun.

Chicago's fame and Chicago's wealth have both depended largely upon her importance as a grain and live-stock market, and the first train into Chicago on what is now the North-Western Line holds the distinction of having brought the first rail shipment of grain to the city. A few days later, over this same line, the first shipment of live-stock reached Chicago. To-day these pioneer shipments have grown until \$350,000,000 worth of live-stock reaches the Chicago market each year, and the Chicago and North-Western Railway alone brings to the city a quarter-billion bushels of grain annually.

Thus the history of this pioneer railway of the West is closely linked with the history of the city with which it has grown and developed side by side as the years have passed, and the interests of the two have intermingled.

The growth of the city, unprecedented as it has been, has not been greater than the expansion of its first line of railway. Three hundred North-Western Line passenger trains a day arrive at and depart from the Wells Street station, and more than seventeen hundred communities with a tributary population of eight million people are reached thereby.

The North-Western maintains over three hundred and fifty miles of track within the city limits alone—quite enough for a small railway system of itself, with wharves and elevators and

### The Chicago and North-Western Railway

IT WAS thoroughly typical of the spirit that has controlled Chicago and our Western country in general, that only twenty months after the



Frost & Granger, Architects, Chicago.  
NEW GENERAL-OFFICE BUILDING OF THE CHICAGO AND NORTH-WESTERN RAILWAY AT JACKSON BOULEVARD AND FRANKLIN STREET, CHICAGO.



MODERN PASSENGER LOCOMOTIVE ON THE CHICAGO AND NORTH-WESTERN RAILWAY.

warehouses. Its famous "Overland Limited" and other transcontinental daily trains stand as splendid examples of long-distance railway travel

—travel, too, that is surrounded by luxuries and comforts which the Western traveler of thirty years ago could not have imagined.

It was the North-Western Line which, pushing its rails into Council Bluffs in 1867, hastened the building of the Pacific railways and the completion of all-rail connection between the Atlantic and Pacific coasts, and now it has gained national note as being "the only double-track railway between Chicago and the Missouri River."

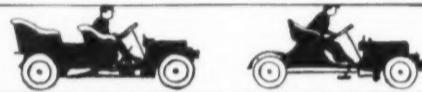
Over this great double-track, block-system line between Chicago and Council Bluffs, long trains of live-stock and grain, of California fruits, and of silks, teas, and spices from the far East move in steady lines eastward; while in the opposite direction the products of every branch of commercial activity are carried to the markets of Asiatic Russia, Japan, China, the Philippines and Australia, Alaska and Hawaii, and to the nearer markets of the central West, the Rocky Mountain region and the Pacific coast.

Nor are the activities of the North-Western Line confined to this east and west movement. To the northward it is the pioneer line and direct route between Chicago and Duluth, Marquette, the iron and copper country, St. Paul and Minneapolis, and points in Wisconsin, northern Michigan, Minnesota, and the Dakotas.

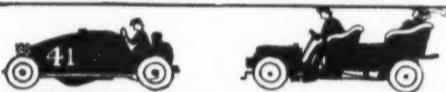
This year thousands will visit the Lewis and Clark exposition at Portland, traveling westward from Chicago over its rails, and thousands more find its train service, which includes The Best of Everything, a convenient means of travel to and fro between Chicago and Colorado, Utah, California, and the Pacific Northwest, to the Black Hills, Yellowstone Park, Alaska, and the summer resorts of Wisconsin, Michigan, and Minnesota.



FINE AND SPACIOUS STATION OF THE CHICAGO AND NORTH-WESTERN RAILWAY, WELLS AND KINZIE STREETS, CHICAGO.



## The Man in the Auto



OUT WEST, where ideas have room to grow, they do things in a large way. The Chicago Automobile Club has a three days' sanction for a meet at Washington Park on May 27th, 29th, and 30th—as many days as the three New York promoters have during May, on the three tracks at Brighton Beach, Morris Park, and Empire City. I do, however, regard the Inter-club Trophy event for a match club race between the Chicago Automobile Club and the Automobile Club of America as an advertising bluff of a personal press agent, and feel sure the race will not take place, because the A. C. A. will not indulge in an inter-club contest of this character. I am a doubting Thomas! That thousand-dollar bag of gold prize to be snatched from an overhead wire at the tape is also somewhat undignified for the men of the auto.

I DO NOT bubble over with enthusiasm at every new speedway bubble that is set loose. I believe in speedways, cycle paths, etc., when finished and ready for use, but believe the promoters of many of these new schemes to be old men of the sea hanging on the Sindbads of motoring. The demand for automobile speedways exists largely in the ideas of real-estate boomers and professional promoters, and a subsidized and venal trade and daily press gang of grafters and rooters, and a speedway will never be a financial success. The big makers of automobiles in the East and the West don't need a testing ground in New Jersey or on Long Island. For six months of the year they have all they can do to fill their orders, so that their mechanical laboratory tests and road trials in their own vicinage, besides the final test in the hands of that last analysis—the crucible of public use and demonstration—are enough. Certainly in New York, Morris Park presents a ready-made speedway that fills the bill for convenience and quality alike to maker, seller, and prospective buyer.

ONE OF THE officials of the Automobile Club of France, who have been on several inspection tours of the Michelin circuit, estimates the probable total expense at \$80,000 for both the eliminating and Bennett cup races. To meet the expenses there are on hand the entry fees of the twenty-four French cars,

or \$24,000; the city of Clermont-Ferrand has pledged \$40,000; the automobile clubs of the countries which will send teams will contribute \$5,000 each, making \$25,000 or \$30,000 from this source. Although the



MAYOR EDWARD F. DUNNE, OF CHICAGO, EN ROUTE TO THE CITY HALL IN HIS AUTOMOBILE.—Courtesy of Chicago Tribune.

De Dietrich cars do not yet appear in the list, Baron de Brau says that at the De Dietrich factory, at Luneville, he saw the three De Dietrich racers which the firm is preparing for the eliminating trials. They will be driven by Gabriel, Duray, and Rougier, and both Gabriel and Rougier are now studying the Auvergne course. Some uncertainty yet exists as to the length of the course. To make up the total distance of 550 kilometres it will be necessary to take in twenty-two kilometres of a road adjacent to the circuit itself, in which case the start would take place at Pontgibaud. The French club asked permission of the other clubs to make the circuit 525 kilometres, in which event the extra stretch of road need not be traversed, and the start and finish could take place at Terres de Larchamp, at the foot of the Puy de Dome.

SECRETARY METCALF, of the Department of Commerce and Labor, recently remitted the penalty of \$500 fine that was collected from the Brooklyn Ferry Company for violating the law which prohibits the carrying of automobiles with fires in them on ferry-boats. This is the case that was brought up in order to test the law, the claim being made that the electric spark in an automobile is not a fire in the statutory sense of the term. The court held otherwise, and inflicted a fine of \$500. In view of the fact that the defendant furnished all the statements of facts in the case, and that the government was as much interested in securing a decision as the ferry-boat company, Secretary Metcalf remitted the penalty. Since then a law has been passed which permits automobiles to be carried on ferry-boats, provided the fire is extinguished or the electric current shut off after the machine is run aboard, and is not renewed until the auto is to be taken off.

RECENT TESTS, made by a French engineer to determine the traction resistances of various forms of tires generally used on automobiles, gave the following results: Solid rubber, 33 lbs. to 39.6 lbs. per ton; pneumatics (90 mm.), 44 lbs. to 53 lbs. per ton; pneumatics (90 mm.), not fully inflated, 53 lbs. to 61.6 per ton; pneumatics (120 mm.), 64 lbs. to 70 lbs. per ton. Non-skidding bands, with studs, 8.8 lbs., in addition to the above resistances. The trials were made on good, dry macadam, at thirteen miles per hour.

ALEX SCHWALBACH.

### Greatest of All Tonics.

HORSFORD'S ACID PHOSPHATE.

NOURISHES, strengthens, and imparts new life and vigor. Supplies the needed tonic and nerve food.

### Mother's Milk

alone, as a food for babies, excels in safety, nutrient and convenience. Borden's Eagle Brand Condensed Milk. Its use for infant feeding is constantly increasing, as both physicians and mothers find it is just what the infant needs for health and normal increase in weight.



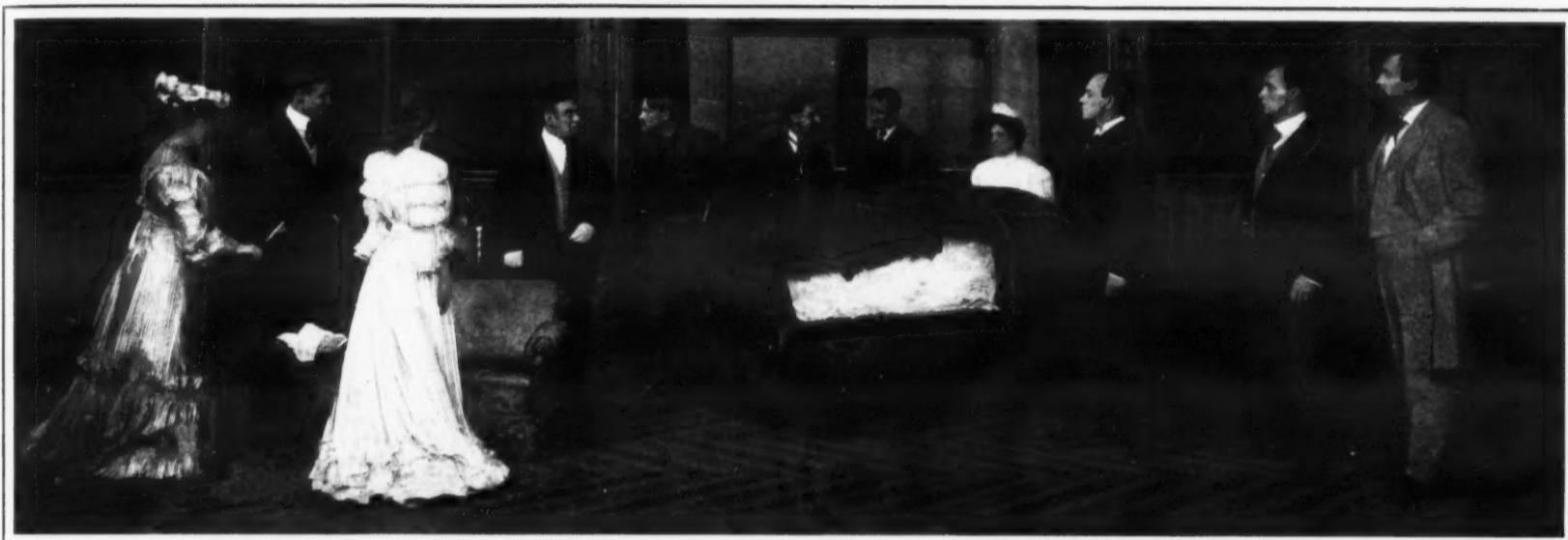
SAM BERNARD,  
The comedian, in "The Rollicking Girl," at the  
Herald Square.  
*Stein.*



WILLIAM LAMP, HENRY BERGMAN, WILLIAM HAROURT, HILDA SPONG, AND KATHERINE GREY IN "THE FIRM OF CUNNINGHAM," AT  
THE MADISON SQUARE.—*Byron.*



HATTIE WILLIAMS  
In "The Rollicking Girl,"  
at the Herald Square.  
*Copyright, 1905, by  
F. S. Clark.*



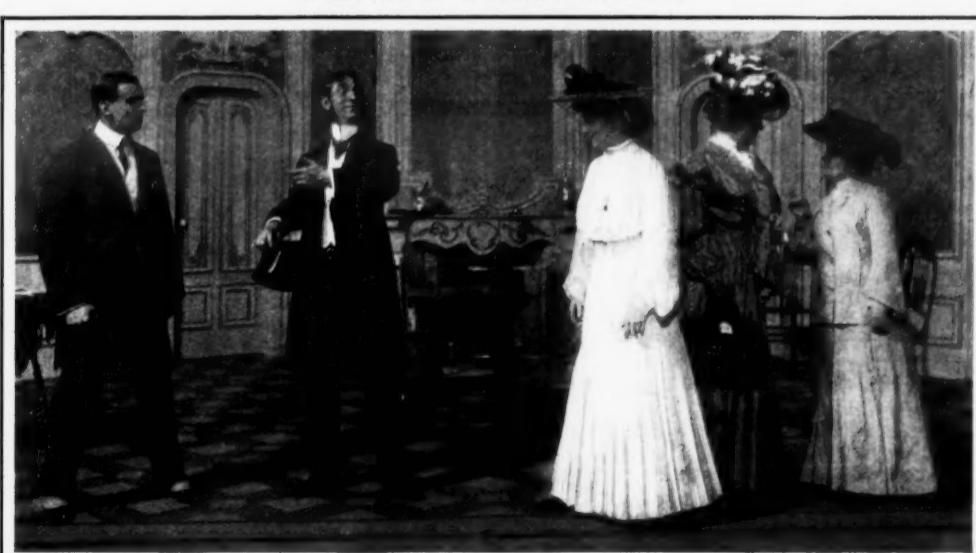
SCENE FROM ACT IV. OF "THE HEIR TO THE HOORAH," THE SUCCESSFUL FARCE AT THE HUDSON.—PLAYERS, FROM THE LEFT, ARE: BEVERLY SITGREAVES, WRIGHT KRAMER, NORAH LAMISON, HORACE JAMES, MENIFEE JOHNSTONE, C. C. QUINBY, COLIN CAMPBELL, FRANCES LYNN, GUY BATES POST, WILFRED LUCAS, AND JOHN W. COPE.—*Hall.*



SCENE FROM "THE SCHOOL FOR HUSBANDS," IN WHICH ALICE FISCHER IS THE STAR, AT WALLACK'S.—1. WILFRED NORTH. 2. GRACE FILKINS. 3. JAMESON LEE FINNEY.  
4. MISS FISCHER. 5. JOSEPH KILGOUR.—*Hall.*



MARIE TEMPEST  
In "The Freedom of Suzanne," at the  
Empire.—*Otto Sarony Co.*



DOUGLAS FAIRBANKS, WILLIAM J. FERGUSON, OLIVE MURRAY, EMILY WAKEMAN, AND ADA GILMAN IN THE SECOND  
ACT OF "FRENZIED FINANCE," AT THE PRINCESS.—*Hall.*



FRANK DANIELS,  
In "Sergeant Blue," the London hit,  
at the Knickerbocker.—*Stein.*

MAY THEATRICAL SUCCESSES IN NEW YORK.  
FAVORITE PLAYERS IN NEW COMEDY RÔLES WHICH ENLIVEN THE WANING SEASON.

# The Development and System of a Great Industry

THERE IS an element of genuine genius in every successful enterprise. No great commercial or industrial undertaking of any magnitude was ever placed upon a permanent, substantial basis, save through technical skill, guided by a commercial instinct which is nothing short of business genius.

Institutions which have become a power in the commerce of the world have reached that height by means of their ability to meet public needs in the particular lines in which they are engaged. There can be no drifting to such a position—no accidental happening can acquire it—but when it is attained and securely held there can be no guessing as to the cause of success.

The development of the business of a house like that of Hart, Schaffner & Marx offers an excellent illustration of this idea; it is one of the most notable instances of business growth in the latter-day commercial history of Chicago. Only a few years ago, comparatively, this concern was simply one of many clothing-houses; to-day it is clearly *the one—the leader*—the largest concern of its kind in the world, employing an army of more than seven thousand people, operating seven distinct plants, and still expanding at a rate so remarkable as to be the wonder even of those most interested.

The growth and magnitude of this great clothing business is a revelation to any one who is first made aware of it; and there are many thousands of persons in Chicago who have no conception of the size of this enterprise which has grown up there, a monument to Chicago's business genius. Three men were asked to say how many people were employed by Hart, Schaffner & Marx. The first said, "Five or six hundred"; the second said, "A couple of thousand"; the third said, "I have no idea—a good many, I suppose." They were all astonished to learn that the number is more than seven thousand.

But there is no particular virtue in mere size or numbers; it is the plan of campaign and the achievements of an army which make history, not the mere size of it. The size of this great industrial army is the result of generalship, of business system, of genius in this particular line, of good advertising. This house employs seven thousand persons because it needs that many to accomplish the work; it is expanding its room, adding one floor, two floors, three floors in a large building adjoining its immense main building, because the added room is needed; the growth of the business requires it.

The explanation of this growth and great expansion is in the business itself, not in some external cause; there is no secret about it, except the secret of genius. Throughout this whole great establishment there is

one word which applies directly to every movement made in it, and that word is the groundwork of every successful enterprise—system. From the time the cloth is inspected and chemically tested by experts with the view of rejecting every yard with a thread of cotton in its weave, or through the inspection and marking of flaws, the sponging and shrinking by huge machines for that purpose, the cutting by two or three hundred expert cutters handling the swift-running electric shears, and into the various sewing and finishing departments, where the thousands of deft-fingered operatives perform their work so much like the parts of a huge machine that a mistake is almost as rare as an inaccurate movement of such a perfect piece of mechanism—throughout these processes and divisions of handicraft there is the literal and absolute observance of system and its collateral term, order. To the foreman of each department is assigned the duty of seeing that the work of his section is up to the requirements of the standards set by the house, and he is held responsible for the faithful fulfillment of that task. The slightest error or oversight of an operative is traced back and rectified with such exactness as to warrant the completion of the garment in accordance with the immutable rules of the institution.

An interesting feature of the Hart, Schaffner & Marx process of making fine clothes is found in the cutting department. As every one who is familiar with the ordinary makes of clothes knows, there is a certain amount of piecing and "turning" of patterns in order to produce a fixed number of garments or patterns from a given piece of cloth. In the work of this concern no such expedients are permitted. Each part of a pattern must be full and regular in measure, and so taken from the cloth that no piecing can be necessary, thereby making an absolutely honest deal for the customer before his purchase is made. This same rigorous exactness extends to every department and becomes a part of the religion, we may say, of every person in the employ of the house.

In the production of correct styles the house has a name and a fame enjoyed by few concerns in the world. Here, again, it is governed by the same high-principled action that characterizes its work in the building of suits and overcoats.

The question of style in men's clothes is regarded by this house as a matter of the greatest importance. The members of the firm are themselves expert in these matters; and they have gathered about them others of great skill. A Hart, Schaffner & Marx garment is the product of long study, of trial garments made, criticised, re-made, a dozen times if need be, until "the style" is pronounced correct. And when

these experts pronounce it correct any other man may wear it with full confidence that it is correct.

The style of Hart, Schaffner & Marx garments is known as a standard of excellence all over the country. There is too much at stake for them to be wrong. The operation of the firm's immense plants, the purchase of tons upon tons of cloth, the payment of wages amounting to millions of dollars annually, and the necessary employment of large capital to conduct such a business involve too great a risk to warrant any chance being taken in the matter of satisfying the public with the style of the clothes which it is called upon to wear. The house issues each season a handsome little booklet called the "Style-book," which is at once unique and valuable. It is replete with sensible suggestions and copyrighted plates which are marvels of beauty and elegance.

The question of "fit" in ready-made clothes is, next to style and quality, the most important one for the purchaser to consider. And right here it should be said, with pronounced emphasis, that the clothes which Hart, Schaffner & Marx make do fit. No matter whether it is caused by the artistic touch of the designer, the judgment of the cutter, or the skill of the tailor, the fact remains that a fit can be guaranteed as well as the quality of the cloth or the superior workmanship of the garments. The clothes of this house are known to fit, and they have the appearance of being made for the wearer. The method of draping alone overcomes most of the difficulties encountered by the ordinary tape-liner, so that there is little left for the retail salesmen to do after he has selected the right size for his customer.

This was the first concern in the wholesale clothing business to advertise directly to the consumer, and it spends annually hundreds of thousands of dollars in that form of publicity. Its goods are known and worn from Maine to California, and from Canada to the Gulf of Mexico; and there is probably no single Chicago enterprise which has done so much to keep the name of the city prominently and favorably before the country as Hart, Schaffner & Marx. In addition to that it has contributed in an invaluable way to the upbuilding of Chicago as a great clothing market, attracting thousands of buyers and stimulating other manufacturers and dealers to the expansion and extension of their trade. The growth of the house of Hart, Schaffner & Marx has therefore been along the broadest of lines—meeting the wants of the consumer in an absolutely honest way, developing a perfect system in the operation of its plants, establishing a high standard of commercial honor, and affording employment to a body of people large enough to make a good-sized city.

## Eccentricities of Great Artists

By W. H. Cotton

THE MEN of genius whose works are among the world's most precious possessions have ever been the most eccentric or the most normal of mankind. All readers of "Romola" will remember Piero di Cosimo, that misanthropic painter who lived, completely isolated from his fellows, in his queer, squalid studio, with its garden of weeds and flowers growing rankly as they willed because he preferred them so; his only companions toads, rabbits, spiders, and even more loathsome creatures; his diet consisting wholly of eggs, hard boiled by the dozen and eaten when required, in no matter what condition. Goya, the Spanish Rembrandt, was the wildest and the most irascible of men. When he was painting the portrait of the Duke of Wellington he kept the hero of Waterloo in a rigid attitude for hours, at the least movement threatening him with a dagger, and when the duke complained of weariness the painter seized a plaster cast and hurled it at his head. Michael Angelo's method of working was one of his greatest eccentricities. Often he would get up in the middle of the night to hack and hew his marble by the light of a single candle fastened to the visor of his cap, and then, worn by his great labors, he would throw himself down to sleep again without removing his clothing or his shoes—sometimes keeping the latter on so long that when they were removed the flesh came off with the stockings. It is generally credited that at one time a year passed during which he never once removed his shoes.

But it remains for the Anglo-Saxons to claim the most whimsical of painters in Turner. He was a short, grubby person, with a blotched, red face and "the smallest, dirtiest hands on record"—and his house was worthy of his appearance; the gallery where he kept his priceless pictures—he often refused to part with them, though offered enormous sums—was covered with dust, the windows were broken and old papers were stuffed in the holes, the covering on the floor was foul with dirt and mould, the walls were streaked with wet, and in one place the plaster had fallen behind one picture until it bulged out over the frame with the mass of accumulated mortar and rubbish it upheld. From time to time this uninhabitable den was deserted by its owner, who disappeared among the sailors' taverns of London's water front, or tramped through some foreign country, his destination unknown. Toward the end of his life he used his

great house merely as a gallery for his pictures, and lived under assumed names in various quiet, out-of-the-way parts of London, jealously hiding his place of residence from his friends, with whom he held no communication. During one of these excursions, anxious friends, having searched all London, at last found him in a little cottage in Chelsea, dying; he was propped up in an armchair, gazing through the window upon the world outside, where "the sunshine was mantling the river and lighting the sails of the boats drifting up and down."

It was at the academy that he showed himself to be the oddest of men, sometimes sending a canvas filled with meaningless lines upon a dirty gray ground to be changed on "varnishing day" into a work of great beauty before the eyes of the idlers who had collected around the dingy figure squatting on a stepladder, with his worn brushes and filthy palette, painting a masterpiece. For years the title of his pictures had attached quotations from a manuscript poem called the "Fallacies of Hope." The poem itself was never found after Turner's death, and it is believed never existed except in the painter's mind. One sample will show the absurdity and incoherency of this lost poem that amused London on many an academy day:

THE FOUNTAIN OF FALLACY  
Its rainbow dew diffused, fell on each anxious lip,  
Working wild Fantasy imagining;  
First science in the immeasurable Abyss of Thought  
Measured his orbit slumbering.

Equally extravagant and incomprehensible are most of the one hundred manuscript volumes of poems another English painter, William Blake, left at his death. In early life Blake showed the symptoms of the mania that grew beyond all bounds toward the end of his life. He first believed that his brother's spirit visited him and revealed new secrets of tinting and engraving. He drew from the imaginary world about him a world wherein he saw, as actual, fairies, demons, angels, and the spirits of the great dead. He often walked with Moses and Dante, "gray, luminous, majestic, colossal shadows," or with Shakespeare and Noah; he drew with equal enthusiasm "the demon of a flea," or "the spiritual form of Nelson guiding the Leviathan," or "the spiritual form of Pitt guiding Behemoth." Sometimes a visitor to his studio upon an attempt to seat himself in a chair would be startled by an indignant command, "Don't sit down there; that chair is

occupied," and when with open mouth the unfortunate visitor gazed at the vacant chair and inquired by whom it was occupied, Blake would answer, quietly and decisively, "Why, Lot is sitting there," and then would go on unmoved with his work, pictures of the great sea-serpent, fairies' funerals, or "angels pouring out spotted plagues and furies in the sun." In our day the career of Whistler has raised the old question, "Is greatness closely allied to madness?" and yet every good dictionary of painters and sculptors contains some thousand names, and the list of the oddest of their profession is after all very short.

### Chili Wants Public Schools.

A HOPEFUL sign of the growth of enlightened sentiment in the republic of Chili was afforded in the recent remarkable demonstration at Santiago, in honor of Señor Reveram, the Chilian minister of public Education, and the members of the Chilian Legislature, who have successfully repelled an attack upon the state's anti-sectarian educational system. Thousands of people, including many senators, deputies, students, and workingmen, took part in the demonstration, which concluded with speeches by prominent men in favor of liberal education and the passage of resolutions indorsing the government's course. The American public-school system, with its divorce from sectarian influence, was held up as a model. All this is especially interesting at a time when the free public-school system of the United States is being subjected to a fresh attack all along the line. The friends and supporters of national development and progress in Chili are moving in the right direction when they stand for the maintenance of a free and non-sectarian school system.

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**Jasper's Hints to Money-makers**

[NOTICE.—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fourth Avenue, New York, at the full subscription rates, namely, five dollars per annum, or \$2.50 for six months, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their papers and to answers in this column to inquiries on financial questions having relevancy to Wall Street, and, in emergencies, to answers by mail or telegraph. No additional charge is made for answering questions, and all communications are treated confidentially. A two-cent postage stamp should always be inclosed, as sometimes a personal reply is necessary. All inquiries should be addressed to "Jasper," Financial Editor LESLIE'S WEEKLY, 225 Fourth Avenue, New York.]

WHEN THE sudden, continuous, and mysterious rise in Union Pacific began, after the decision in the merger suit, I said that appearances indicated a struggle for control of the Union Pacific, holding, as it did, the key to the situation on the Pacific coast. This was many months ago. It is a curious fact that the same financial writers who then scouted the idea of a contest between the Morgan-Hill crowd and the Harriman interests are now beginning to wonder whether control of U. P. has not fallen into new hands. It is believed that as soon as Harriman discovered that the opposing interests were securing control, he entered the market with a resolution to dominate the Northern Securities, and that this occasioned the remarkable rise in the latter, because it led to the same sort of competitive bidding that drove U. P. to abnormal figures.

Checkmated in the Northern Securities effort by the unlimited resources of the Morgan-Hill crowd, Mr. Harriman proceeded to break the market by selling his Northern Securities, and succeeded in a measure until his opponents were compelled to come to the market's support. This is the explanation of the peculiar situation which has been given to me by one who seems to have been in close touch with all its involvements, and it must be conceded that many circumstances corroborate it. In my last article I alluded to the sudden announcement by Harriman of the proposed doubling of Union Pacific preferred, and to the report that he hoped by this manoeuvre to maintain control of Union Pacific. If a real struggle between those who seek to dominate the trans-Pacific railroad business should occur, no one could predict the consequences. We know what such contests have meant. We know the result of the struggle over the Northern Pacific.

It is strange that the public has been so misled by financial writers that it has overlooked the possibilities, I might say the probabilities, that Mr. Morgan, with his peculiar temperament, would not readily forgive Mr. Harriman for the trouble the latter occasioned at the time of the Northern Pacific corner. Mr. Morgan is a good deal of an Indian. He does not readily forgive, and he never brooks competition. That there is no love lost between him and Harriman is no secret among those who enjoy the confidence of either of these gentlemen, or of both. The exigencies of a very serious situation may compel a truce, but a lasting peace is hardly possible without the surrender of one or the other.

While the public has been told that the rise in U. P. common is due entirely to its enormous earnings and prospects of increased dividends, and that the rise in Northern Securities is due to the expectation of an enormous stock dividend, the impression among careful followers of events is that these causes were not operative to any great extent. They believe that only vigorous competition for control, backed by tremendous wealth, could have brought about the rise in both these important securities. In that event, what will happen when the true situation has been disclosed? Will the public once more find itself in possession of stocks bought at fictitious values, or will the large holders be compelled to carry the burden and to "make good," by increasing the dividends, or by conjuring up a scheme for a distribution of "valuable rights"? In due time we shall all know the inside of this Wall Street mystery. Before the end is reached, as matters stand, some one is liable to get hurt.

In a sensitive market, which has already reached very nearly the high plane of the excited bull movement in 1901, great danger exists that a combination of unfavorable conditions may cause an extraordinary slump culminating in a panic. Nobody pays attention to what the self-

advertised and much overrated bucket-shop gambler of Boston has to predict, because most of his predictions have proved false, and the public has come to realize that he is talking for his own pockets all the time. I have said before that we cannot forever have a rising market, and that the higher it rises the greater the danger of a fall. We have had several sharp reactions, from all of which the market has recovered with celerity. But some day a slump will occur at a time when misfortunes will come, as the poet says they usually do, "not singly but in battalions," and then we shall have the real test of the market's inherent strength.

It has always been my experience that when a market gets as top-heavy as it is at present, and when it begins to show reactionary tendencies, it is time to take warning that the situation is acute and may at any day become critical. The bank reserves at New York are very low. The national treasury is facing a deficit. When the fall movement in money begins the Secretary of the Treasury will be seeking rather than giving assistance. Money is cheap now, and this cheapness may continue for a while, but dearer money, in my judgment, is inevitable, and a period of tightness in the money market may signalize the end of the present boom.

I have said before that while the railroads are busy and their earnings make an excellent showing, largely because they are maintaining rates and handling a heavier tonnage more economically with their improved equipment, yet the much-boasted prosperity of the country does not exist to the extent that is generally claimed. While in some branches of the iron industry great activity continues, because of the enormous expenditures by the railroads for new terminals at New York, and the construction of new subways, bridges, and tunnels, I am told that there is a slackening in certain branches of the industry and doubt as to whether the alleged scarcity of iron is real or not. The unfavorable weather and the protracted cold have injured the

retail trade in many lines, and this injury has been reflected in some manufacturing industries. As to the crops, it is altogether too early to venture a reasonable prediction.

Under such circumstances it may be

*Continued on page 429.*

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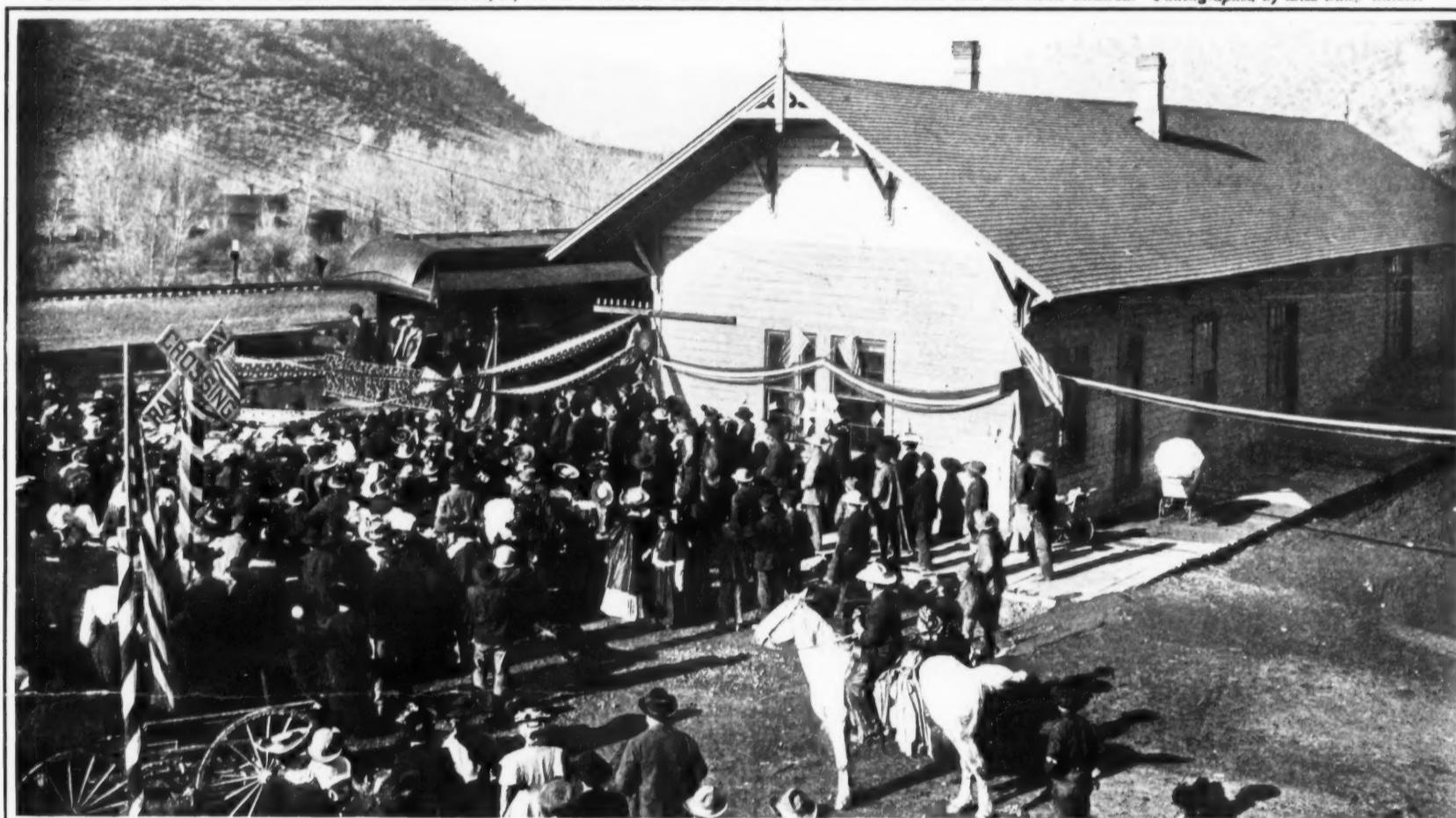
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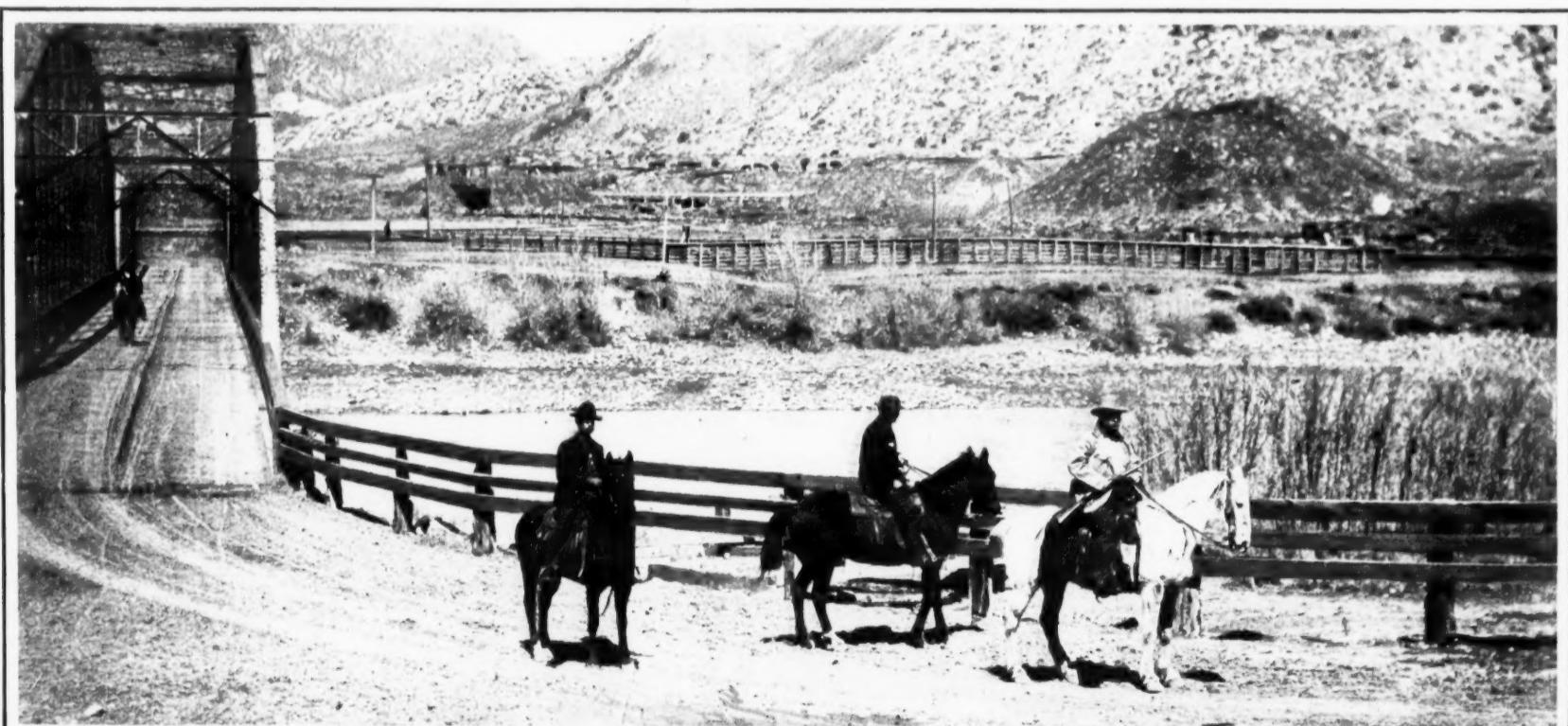
SUBMERGED BUSINESS STREET, WITH CUSTOMERS GOING TO THE STORES IN BOATS.

BIG SPRING FRESHET TURNS A WESTERN TOWN INTO A VENICE.

STRIKING SCENES DURING THE RECENT FLOOD AT MARIETTA, O., WHICH INUNDATED NEARLY ALL THE BUSINESS STREETS AND DID MUCH DAMAGE.—Photographed by Miss Daisy Elliott.



PRESIDENT ADDRESSING THE PEOPLE AT NEWCASTLE, WHERE HE LEFT THE TRAIN FOR THE HUNTING-GROUNDS.—Krueger.



"OFF FOR THE JUNT!"—PRESIDENT ON WHITE HORSE, FOLLOWED BY DR. LAMBERT AND A GUIDE, STARTING FOR THE CAMP IN THE MOUNTAINS.—Copyright, 1905, by C. E. Krueger.

PRESIDENT ROOSEVELT'S HUNTING TRIP IN COLORADO.

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### JASPER'S HINTS TO MONEY-MAKERS

Continued from page 427.

difficult for the market to maintain its strength, and reactions, with a tendency to liquidation and to profit-taking, must naturally be expected. Pools continue to operate with special stocks and with more or less success, but these constitute a threatening element, because at the first suggestion of danger they hasten to liquidate and to get under cover. Should several of these pools begin to unload about the same time, it is easy to see that the market might get a good scare and develop conditions far from favorable to a continuance of the upward movement. I am not advising short sales because leading operators still seem to dominate the situation. Their ability to continue to do so much longer is extremely doubtful.

"S." Buffalo: I do not recommend it.

"Q." Philadelphia: I would not be in haste to get into this market.

"A." Alameda, Cal.: I am told by those who seem to know that the surplus is all right.

"E." Bellevue, Penn.: I certainly do not recommend the mining stock to which you refer.

"M. B." New York: I do not know the party. I doubt if it would risk it. It is highly speculative.

"Z." Duluth: I certainly would not advise any one to go into the mining enterprises to which you refer.

"J. J." New York: I regard Manhattan Transit as one of the biggest gambles on the list, and in the hands of some of the biggest gamblers.

"J. T. R." Pittsburgh: I have never believed in the proposition nor advised the purchase of the stock. Why should you go so far away from home?

"Quinsauburg": I believe that both the St. Louis Southwestern 4s and the Toledo St. L. and Western 4s are selling at reasonable prices for bonds of their excellent character.

"Copper." Anaconda: 1. A fair speculation. 2. The Atlantic and Birmingham first mortgage 5s do not look dear, though there may not be very much of an advance in sight at present.

"C." Natick, Mass.: Reports on the firm have been favorable, and while I am not familiar with the properties they are offering, I am told that the transactions in them are large, and I have had no complaints.

"R. J. B." Buffalo: 1. No. 2. American Nickel is the last thing in the market I would think of buying. Leave it severely alone. 3. They are doing a large business. I have no complaints against them.

"H." Brookline, Mass.: 1. I believe the company is represented by A. L. Wisner & Co., of New York. A line to them would no doubt give you the information you seek. 2. Do not regard it favorably. 3. Yes; too much.

"Mesmer": The firm has built up a large business and seems to have a great many clients all over the country. As far as my inquiries go, I have had no fault to find, though I am not personally familiar with the properties.

"B." Crestline, O.: 1. This is a good market to keep out of for the present. Note weekly suggestions. 2. On reactions, Railway Steel Spring common, Greene Copper, Texas Pacific, and American Woolen common might give you a chance for a quick turn.

"B. Z. O." Zanesville, O.: As matters now stand, there can be little choice for speculation between Steam Pulp preferred and Int. Paper preferred. Biscuit common, on the present papers, in too high. I would rather have the preferred if I bought an industrial.

"C. D. W." Columbus: Allis-Chalmers preferred, though it has had a very heavy rise, is in the hands of an excellent management and should be able to continue its dividends. It sold last year at about 40. The last dividend on the preferred was paid in February, 1905.

"E. B." New York: I would not sacrifice my Metropolitan Railway shares at a loss. Some day the largest holders will be in better position to advance the shares. They are seeking an opportunity to do this and are patient and persistent and have plenty of resources.

Use BROWN'S Camphorated Saponaceous DENTIFRICE for the TEETH. 25 cents a jar.

Children like Piso's Cure. It is pleasant to take, and cures their coughs. At druggists'. 25 cents.

If any persons still doubt the superiority of the Solmer Piano let them try for themselves and be convinced, not only that the Solmer is the best, but that it will continue to be the best.

"E." Lowville: 1. Its securities are not dealt in on Wall Street, and no report is available. I do not believe in these small industrial properties for investment, because if you desire to realize on your stock at any time it might be difficult to find a satisfactory market. 2. You are on my preferred list.

"A. B. C." Montgomery, Ala.: Conditions are so constantly shifting and the market is run in so many directions by pools and combinations that the outlook changes from day to day. I would not be in haste to get into Wall Street at present. Keep your money at command and note my weekly suggestions.

"Carl." Green Bay, Wis.: Still paid, though I have not



### "How Money Grows"

is the title of a book which tells: How to invest small sums, how to tell a good investment, how you can convert \$100 into \$358.83, how to choose between real estate and stocks, how savings banks make their money, how to guard against uncertain

"prospects," how to protect yourself in case you should not care to hold an investment indefinitely, etc. This book is not an advertisement of any particular investment. It is a general "talk" about investments, based upon my experiences and observations.

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Dept. 916-AP  
CHICAGO

1 1/2 per cent., or 3 per cent. on a hundred, which is the way that Wall Street figures; Pennsylvania, par 100, 6 per cent.; Southern Pacific pfd., par 100, pays 7 per cent. 2. The best returns, as matters now stand, would be yielded by S. P. preferred. 3. I would not be in a hurry to get into the market.

"Banker": 1. Soo preferred has had a tremendous rise since I called attention to its merits. It looks almost high enough. I would rather buy Southern Pacific preferred, netting at present about 6 per cent. on your investment. 2. No.

"S. St." New York: Steel Foundry preferred has doubled in price since last year, but its earnings justify dividends as long as the present favorable outlook in the iron industry continues.

"V." St. Louis: 1. It is the general expectation that Mo. Pacific will be taken in hand for a rise before long, unless market conditions are entirely unfavorable. In case of an advance it would be well to take your profit and quit. 2. North American has very strong support and owns a number of profitable properties. There is no reason why it should not pay its dividends and do better. 3. By close observation, extending over a quarter of a century.

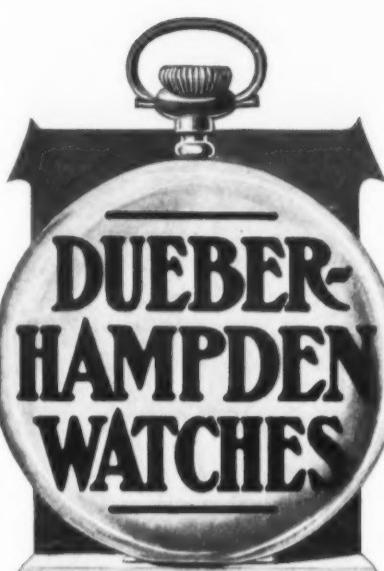
"X. Y. Z." Newark: I would not sell my Atchison or U. P. common at a loss. Of course, if the backbone of the market gives away, these stocks are liable to suffer with others; but if the new Atchison convertible bond issue is to be made a success, the common shares must be put on a higher plane, although this may not be done immediately. If it develops that the rise in U. P. was the result of competitive buying, the price may decline when minor holders get ready to sell out, as in the case of Northern Securities; but the fact that control has been bought at high prices will naturally lead controlling interests to maintain the price until they can unload.

"C. D. W." Columbus: Allis-Chalmers preferred, though it has had a very heavy rise, is in the hands of an excellent management and should be able to continue its dividends. It sold last year at about 40. The last dividend on the preferred was paid in February, 1905.

"E. B." New York: I would not sacrifice my Metropolitan Railway shares at a loss. Some day the largest holders will be in better position to advance the shares. They are seeking an opportunity to do this and are patient and persistent and have plenty of resources.

NEW YORK, April 27th, 1905.

JASPER.



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They fully satisfy the purchaser who demands honesty in construction and accuracy in service.

A watch for every purpose, for every person, and every watch made complete, CASE AND MOVEMENT IN THE SAME FACTORY.

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WATCH WORKS  
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"Light from the Watchman."

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If not, we will send you full instructions to quickly make them appear straight, trim and stylish. No instruments, no exposure, so simple you wonder why you didn't think of it before. "Bulletin of Pharmacy," Restores to the full natural appearance of the strong and well trained leg. "Health Culture," Endorsed and used by men of fashion everywhere. Write for Photo-illustrated book and testimonial, sent entirely free under plain letter seal.

### Embroidered Surplice Waist

Express \$1.35  
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The material alone would cost you more at retail

Excellent quality sheer white lawn; front is high grade white embroidery, neatly tucked, with inlaid vestes of gold thread; narrow cuffs; sleeves and back also prettily tucked; soft stock collar, embroidered tie; suitable for day or evening. Retail price, \$2.50. Our price, \$1.35. Prepaid. Order No. 18E581

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The newest and noblest style skirt for dress, walking or for general wear. Made of a good grade Panama Cloth; plaites are about 1 inch wide, laid very close and will not lose their fold; plaites are stitched to a point below the hips. Skirt is cut very full. Black, Navy Blue, or the new shade of Brown. State color desired. Retail price, \$5.95. Our Price, Express Prepaid \$5.95. Send for our beautiful FREE catalogue of Ladies' Clothing and Millinery for Summer of 1905. Ships on credit 30¢ up with D. S. & W. Walk-in Home. Triple Dress Hats \$1.15 up. Our prices are the lowest known for high grade merchandise. Write today for Catalogue.

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Allen's Foot-Ease, a powder for the feet. It cures painful, swollen, smarting new-shoe feet, and instantly takes the sting out of corns and bunions. It's the greatest comfort discovery of the age. Allen's Foot Ease makes tight-fitting or new shoes feel easy. It is a certain cure for ingrown nails, sweating, callous and hot, tired, aching feet. We have over 30,000 testimonials. TRY IT TO-DAY. Sold by all Druggists and Shoe Stores, 25c. Do not accept any substitute. Sent by mail for one instance. FREE TRIAL PACKAGE sent by mail.

MOTHER GRAY'S SWEET POWDER—cure for measles, Feverish, Nekly Children. Sold by Druggists everywhere. Trial Package FREE. Address, ALLEN S. OLMFSTED, Le Roy, N. Y. [Mention this paper.]

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The three requisites of facial beauty are rounded features, absence of wrinkles and a fine complexion, and she is a wise woman, blessed with these favors, who will strive by every means to preserve, or, if lost, restore them.

Dr. Charles' Flesh Food, the greatest of beautifiers to-day, is the result of years of study and experience by Dr. Charles, a physician of high standing in his profession, and his preparation is the only one in the world recognized and endorsed by the medical fraternity. It is positively the only preparation known to science which without the use of medicines and tonics will round out the hollowed, thin cheek or scrawny neck with firm, healthy flesh. For removing wrinkles from the face, neck and hands it acts like magic—one application often showing a decided improvement, especially when the furrow is deep.

For developing the bust or to make the breast firm, large and beautiful, nothing can equal it. To prevent the breast from shrinking mothers should always use Dr. Charles' Flesh Food after weaning baby. It will also restore a bosom to its natural contour and beauty lost through this cause.

We earnestly warn ladies to avoid substitutes of Dr. Charles' Flesh Food. See that the name and portrait of Dr. Charles is on the box before purchasing. We also warn ladies not to use any other cream on the face, as Dr. Charles' Flesh Food is guaranteed not to promote the growth of hair.

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**SPECIAL OFFER** — The regular price of Dr. Charles' Flesh Food is \$1.00 a box, but to introduce it into thousands of new homes its proprietors have decided to send two (2) boxes to all who answer this advertisement and send them \$1.00. All packages are sent in plain wrapper, postage prepaid.

**FREE** — A sample box—just enough to convince you of the great merit of Dr. Charles' Flesh Food—will be sent free for 10 cents, which pays for cost of mailing. We will also send you our illustrated book, "Art of Massage," which contains all the proper movements for massaging the face, neck and arms, and full directions for developing the bust. Address

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# Pears'

Cleanliness is a necessity that knows a law—Pears' Soap.

Pears' is both a law and a necessity for toilet and bath.

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**MORPHINE** Trial Treatment SENT FREE to users of ANY DRUG. Painless; no absence from work. All craving ceases at once. We specially invite cases where other remedies have failed. Write or call.

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Suffered with SORE EYES? Dr. ISAAC THOMPSON'S EYE WATER.



MOSCOW'S STARTLING TRAGEDY.  
Spot (surrounded by a fence), within the Kremlin's walls, where the Grand Duke Sergius was blown to pieces with a bomb.—Police man in centre caught the assassin.  
Photographed by Ivan Rokitski, who was arrested for the act.

### A Noble Woman's Statue in the Capitol.

DURING THE Mothers' Congress recently held in Washington, it was a noticeable fact that almost to a woman the delegates who attended that meeting made one and sometimes two visits to Statuary Hall in the Capitol. The attraction was the statue of Miss Frances Willard, recently placed there by the State of Illinois, and which has the distinguished honor of being the first female figure to stand among the statesmen who grace that hall. The artist, Helen Farnsworth Mears, shows the woman who devoted her life to the cause of temperance in the attitude she was wont to assume when delivering an address. The right hand rests naturally on a reading-desk under which is written the well-known motto of the Woman's Christian Temperance Union, "For God and Home and Every Land." Miss Willard's delicate, refined features—the straight nose and firm mouth—are beautifully brought out, while the soft, wavy hair and lace *jabot* at the throat are traced with an accuracy rarely found in statuary of this style. On the base there is inscribed the following familiar quotation from one of her speeches :

"Ah, it is women who have given the costliest hostages to fortune. Out into the battle of life they have sent their best beloved with fearful odds against them. Oh, by the dangers they have dared, by the hours of patient watching over beds where helpless children lay, by the incense of ten thousand prayers wafted from their gentle lips to heaven, I charge you give them power to protect along life's treacherous highway those whom they have so loved."

Many of the "mothers" who stood before the chiseled marble knew and



FIRST MEMORIAL TO A WOMAN PLACED IN THE NATION'S CAPITOL.

Lifelike statue of the late Miss Frances Willard, the famous temperance advocate and founder of the W. C. T. U., erected in Statuary Hall by the State of Illinois.

Mrs. C. R. Miller.

# Lea & Perrins' Sauce

THE ORIGINAL WORCESTERSHIRE

### The Peerless Seasoning



A dash of which adds more relish to a greater number of dishes than does any other seasoning known to epicures. It gives piquancy to Soups, Oysters, Fish, all Roasts, Gravies, Salads, etc. For Cold Meats of all kinds LEA & PERRINS' SAUCE is superb.

John Duncan's Sons, Agents, New York.

# DR. WHITEHALL'S RHEUMATIC CURE

### WILL CURE YOUR RHEUMATISM

We want to prove this fact by sending you a sample without cost. Ten years of successful use of this remedy in hospital and private practice by hundreds of physicians has demonstrated the fact that it removes the acid from the system, controls its formation, and dissolves recent deposits. Remember, it costs you nothing to try the remedy that gives sure results. Write today and we will mail you a trial box. Sold by all druggists at 50c a box, or by

THE DR. WHITEHALL MEGRIMINE CO.,  
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SUITABLE FOR WRITING IN EVERY POSITION: GLIDE OVER ANY PAPER; NEVER SCRATCH OR SPURT.

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AND ALL STATIONERS.

ORMISTON & GLASS LONDON

loved the founder of that great society of women which now numbers nearly 200,000, and there was a fascination in lingering near the statue and listening to the stories exchanged by them about her life and character—that life so pure and peaceful; that life which by its influence brought joy out of sadness in many homes; that life devoted to the uplifting of mankind.

### A Growing Market in Egypt.

GEORGE H. MURPHY, United States vice-consul general at Frankfort, Germany, suggests that in Egypt we can find a growing market for our cotton goods, iron-wares, and machinery. During the first six months of 1904 the value of Egypt's imports reached \$37,727,500. Of this total cotton textiles, valued at \$12,500,000, and metal-wares, valued at \$6,336,000, represent classes of products in which the United States can compete readily with other producing countries. Egypt has had a new birth, and is constantly increasing in population and wealth, while the standard of living is constantly being raised. All things needed by the most civilized country she will soon require, and now is the time to reach out for her trade.

# COOK'S CHAMPAGNE Imperial

To prove the excellence of  
try a bottle. Sick people drink it as an invigorator; well people as a tonic. Quality and purity make it the favorite Champagne.

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AMERICAN WINE CO., ST. LOUIS

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No gumming to clog neck of bottle—No sediment—will not spot nor discolor the finest papers. Full 2 oz. bottle retails at 6c, or sent by mail for 10c; also half-pints, pints and quarts.

**LE PAGE'S PHOTO PASTE,**  
2 oz. size retails 1c.; by mail, 10c.  
**LE PAGE'S GLUE** IN THE  
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San Francisco, Cal.	1170 Market St.	Dwight, Ill.	Albionia Hot Springs, Mont.	Richmond, Va.
West Haven, Conn.	West Haven, Conn.	Marion, Ind.	North Conway, N. H.	Seattle, Wash.
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is what develops its superior quality, ripe age and purity. Its exquisite flavor is a natural result.

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is the best sport the Summer season offers. At Fifield, Chain o'Lakes, Butternut, Coloma, High Bridge, Marengo, Nekoosha, Waupaca and a hundred other places the man who likes to fish can spend a vacation he will never forget.

All the famous fishing points are reached by the

## Wisconsin Central Railway

Between CHICAGO and ST. PAUL. Illustrated booklets about fishing in Wisconsin will be sent free on request. Address

JAS. C. POND  
General Passenger Agent  
Pullman Sleepers  
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Service - System - Safety

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25 to 30 per cent. commission to get orders for our celebrated Teas, Coffees, Spices, Extracts and Baking Powder. Beautiful Presents and Coupons with every purchase. Charges paid. For prompt attention address

MR. MILLER care of THE GREAT AMERICAN TEA CO.,  
P. O. Box 289, 31-33 Vesey Street, N. Y.

## Special Prizes for Amateur Photographers.

ATTENTION is called to two new special pictorial contests in which the readers of LESLIE'S WEEKLY are invited to engage. A prize of \$10 will be given for the best Decoration Day picture arriving not later than May 15th; and a prize of \$10 for the picture, sent in by June 15th, which most truly expresses the spirit and significance of the Fourth of July. These contests are both attractive, and should bring out many competitors.

LESLIE'S WEEKLY was the first publication in the United States to offer prizes for the best work of amateur photographers. We offer a prize of \$5 for the best amateur photograph received by us in each weekly contest, the competition to be based on the originality of the subject and the perfection of the photograph. Preference will be given to unique and original work and to that which bears a special relation to news events. We invite all amateurs to enter this contest. Photographs may be mounted or unmounted, and will be returned if stamps are sent for this purpose with a request for their return. All photographs entered in the contest and not prize-winners will be subject to our use unless otherwise directed, and \$1 will be paid for each photograph we may use. No copyrighted photographs will be received, nor such as have been published or offered elsewhere. Many photographs are received, and those accepted will be utilized as soon as possible. Contestants should be patient. No writing except the name and address of the sender should appear on the back of the photograph, except when letter postage is paid, and in every instance care must be taken to use the proper amount of postage. Photographs must be entered by the makers. Silver paper with a glossy finish should be used when possible. Matte-surface paper is not suitable for reproduction. Photographs entered are not always used. They are subject to return if they are ultimately found unavailable in making up the photographic contest. Preference is always given to pictures of recent current events of importance, for the news feature is one of the chief elements in selecting the prize-winners. The contest is open to all readers of LESLIE'S WEEKLY, whether subscribers or not. All photographs accepted and paid for by LESLIE'S WEEKLY become its property and therefore will not be returned.

N. B.—All communications should be specifically addressed to "Leslie's Weekly, 225 Fourth Avenue, New York." When the address is not fully given, communications sometimes go to "Leslie's Magazine" or other publications having no connection with LESLIE'S WEEKLY.

## Life-insurance Suggestions.

[NOTICE.—This department is intended for the information of readers of LESLIE'S WEEKLY. No charge is made for answers to inquiries regarding life-insurance matters, and communications are treated confidentially. A stamp should always be inclosed, as a personal reply is sometimes deemed advisable. Address "Hermit," LESLIE'S WEEKLY, 225 Fourth Avenue, New York.]

IT IS A deplorable fact that comparatively few men leave property of any amount behind them when they die. The lazy, the incompetent, and the spendthrift naturally fail to accumulate anything, and even the industrious, the capable, and the saving are often prevented by adverse circumstances—sickness, accident, financial reverses, etc.—from making substantial provision for their families. A practical sociologist who recently investigated the matter of the average value of dead men's estates discovered a condition of affairs that was really startling. His researches covered about half the State of New York and concerned 10,000 persons above twenty-five years of age who had died during a period of three months. Of these decedents 6,649, or over 66 per cent., left no estate whatever; 2,467, or more than 24 per cent., left estates averaging only \$1,292, while but 884, or less than 9 per cent. of the total number, possessed as much as \$5,000 at the time of death. These statistics show plainly that the ordinary individual, in order to provide a fund for his family after he is taken away, must have recourse to something besides his mere earnings. The only thing that is certain to meet his case is a good life-insurance policy, and this, if he has it not, he should secure at once. It is strange that men who are positively distressed at times by the prospect of leaving their dependents penniless should defer their duty in this respect until it is too late.

"Hamil": As between the Penn Mutual, of Philadelphia, and the Northwestern Life, of Milwaukee, my preference would be the Penn Mutual.

"K." Chicago: The company has only been organized a few years and its last statement was far from satisfactory. I would take what I could get and insure in a strong and permanent concern.

"J. A. B." New York: Your eighteen-payment life in the Conn. General ought to be satisfactory. The company is small, as you say, but its reputation is good. It seems to be economically administered.

"B." Chicago: 1. My preference among the three small companies you name would be the Aetna. It makes a good report and has an efficient management. 2. The Mass. Life, of Springfield, Mass., stands equally well.

"T.," Churchville, N. Y.: It would be advisable to write directly to the State superintendent of insurance of New Jersey, addressing him at Trenton, N. J. I do not recollect the history of the company and find no recent statement by it.

"B.," Chicago: The twenty-year guaranteed cash value and dividend policy of the Equitable, of which you speak, will give you satisfactory returns, both for protection and investment. Estimates, of course, are based on the history of the past. There is no doubt as to the satisfactory nature of all the Equitable's guarantees.

"E.," Topeka, Kan.: You can write to the Prudential Life, Newark, N. J.; the Massachusetts Mutual, of Springfield, Mass.; the Equitable, the Mutual Life, or the New York Life, the last three all of New York City, and to the Penn Mutual, at Philadelphia. All the information you seek will be forthcoming. If you do not understand the answers communicate with me again.

"F. B.," Elgin, Ill.: I would have no hesitation in taking out the endowment policy offered you by the Mass. Mutual Life, of Springfield, Mass. It would have my preference over the Western company to which you refer. I know of no company that is more economically and ably administered than the Mass. Mutual Life. It ranks with the best, and there are not too many of them.

"J.," Newark, N. J.: I do not believe in any of the assessment associations, because you never know when the assessments will increase, and the increase always comes late in life, when you can least afford to stand it. In an old-line company you know precisely what you must pay and what you can expect in return. In an assessment company you are constantly in doubt. Considering your circumstances, I believe the best thing for you to do would be to take a straight life policy in an old-line company. A little later on, perhaps you can afford to take a twenty-year endowment policy also. There is great satisfaction in having a policy which you will, at the end of a stipulated period, bring you a certain amount in cash.

*The Hermit.*

## The Souvenir Age.

IT IS NOW the custom at public functions to give the guest something to bear away in remembrance of the occasion. At the most notable dinners these souvenirs are sometimes very expensive. At the theatres in New York, also, souvenirs are often costly. One of the handsomest was recently distributed by the Shuberts at the one hundredth performance at the Lyric Theatre. It was in the shape of a silver-mounted pocket-mirror, and the delight with which it was received by the ladies justified the Shuberts' liberality.

25 CTS PISO'S CURE FOR CURES WHERE ALL ELSE FAILS. Best Cough Syrup. Tastes Good. Use in time. Sold by druggists. CONSUMPTION

Improved  
**BOSTON GARTER**  
THE STANDARD FOR GENTLEMEN  
ALWAYS EASY  
The Name "BOSTON GARTER" is stamped on every loop  
The *Velvet Grip* CUSHION BUTTON CLASP  
Lies flat to the leg—never Slips, Tears nor Unfastens  
ample pair, Silk 50c., Cotton 25c. Mailed on receipt of price.  
GEO. FROST CO., Makers,  
Boston, Mass., U.S.A.  
THE "VELVET GRIP" PATENT HAS BEEN SUSTAINED BY THE U. S. CIRCUIT COURT

**The Truth**  
Can be told about  
**Great Western Champagne**  
—the Standard of American Wines  
There is nothing to conceal in its production. It is Pure Grape Juice, fermented and aged to exact perfection for healthfulness, possessing the bouquet and flavor that connoisseurs desire.  
**"Of the six American Champagnes exhibited at the Paris exposition of 1900, the GREAT WESTERN was the only one that received a GOLD MEDAL."**  
**PLEASANT VALLEY WINE CO.,**  
Sole Makers, Rheims, N. Y.  
Sold by respectable wine dealers everywhere.

THE "SOHMER" HEADS THE LIST OF THE HIGHEST GRADE PIANOS

**SOHMER PIANOS**

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An invitation is extended to any white merchant outside of New York City, whose name appears in Bradstreet's or Dun's Commercial Agency book, to accept the hospitality of our hotel for three days without charge.

Usual rates: Apartment with private bath, \$3 per day up, without meals. Parlor, bedroom and private bath, \$35 per week and up, with meals for two.

**GALLATIN HOTEL**  
TO WEST 46th ST., NEW YORK CITY

When you were engaged  
THE YOUNG LADY RECEIVED A BOX OF  
**Stuyler's**  
ALMOST DAILY.  
HOW OFTEN DOES  
YOUR WIFE NOW RECEIVE  
A BOX OF THESE  
DELICIOUS CONFECTIONERY?  
RESENT - AND MAIL YOUR  
ORDERS, AT SHORT INTERVALS, TO  
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SEVENTEEN OTHER STORES & SALESAGENTS EVERYWHERE.  
CANDIES SENT ANYWHERE BY MAIL & EXPRESS.

The Nickel Plate Road between New York and Boston and Cleveland, Fort Wayne and Chicago.

LOWEST rates and elegant equipment make this a favorite route between the above points. Very low Colonist rates to the Pacific Coast and the far West until May 15th.

Famous dining-car service. Individual Club Meals 35 cents to \$1.00. Also a la Carte.

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Allen's Foot-Ease, a powder for the feet. It cures all forms of smarting, numbing feet, and instantly takes the sting out of corns and bunions. It's the greatest comfort discovery of the age. Allen's Foot Ease makes tight-fitting, or new shoes feel easy. It is a certain cure for ingrown nails, sweating, callous and hot, tired, aching feet. It has over 1,000 testimonial. TRY IT TODAY. Sold by Druggists and Shoe Stores. Do not accept any substitute. Sent by mail for 25c in stamps.

**FREE TRIAL PACKAGE** sent by mail.

MOTHER GRAY'S SWEET POWDERS, the best medicine for Feverish, Sickly Children. Sold by Druggists everywhere. Trial Package FREE. Address,

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## A BEAUTIFUL WOMAN



The three requisites of facial beauty are rounded features, absence of wrinkles and a fine complexion, and she is a wise woman, blessed with these favors, who will strive by every means to preserve, or, if lost, restore them.

Dr. Charles' Flesh Food, the greatest of beautifiers to-day, is the result of years of study and experience by Dr. Charles, a physician of high standing in his profession, and his preparation is the only one in the world recognized and endorsed by the medical fraternity. It is positively the only preparation known to science which without the use of medicines and tonics will round out the hollowed, thin cheek or scrawny neck with firm, healthy flesh. For removing wrinkles from the face, neck and hands it acts like magic—one application often showing a decided improvement, especially when the furrow is deep.

For developing the bust or to make the breast firm, large and beautiful, nothing can equal it. To prevent the breast from shrinking mothers should always use Dr. Charles' Flesh Food after weaning baby. It will also restore a bosom to its natural contour and beauty lost through this cause.

We earnestly warn ladies to avoid substitutes of Dr. Charles' Flesh Food. See that the name and portrait of Dr. Charles is on the box before purchasing. We also warn ladies not to use any other cream on the face, as Dr. Charles' Flesh Food is guaranteed not to promote the growth of hair.

On sale at all the principal Department Stores and Druggists.

**SPECIAL OFFER** — The regular price of Dr. Charles' Flesh Food is \$1.00 a box, but to introduce it into thousands of new homes its proprietors have decided to send two (2) boxes to all who answer this advertisement and send them \$1.00. All packages are sent in plain wrapper, postage prepaid.

**FREE** — A sample box—just enough to convince you of the great merit of Dr. Charles' Flesh Food—will be sent free for 10 cents, which pays for cost of mailing. We will also send you our illustrated book, "Art of Massage," which contains all the proper movements for massaging the face, neck and arms, and full directions for developing the bust. Address

DR. CHARLES CO., 108 Fulton St., New York  
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# Pears'

Cleanliness is a necessity that knows a law—Pears' Soap.

Pears' is both a law and a necessity for toilet and bath.

Sold everywhere.

**MORPHINE** Trial Treatment SENT FREE to users of ANY DRUG. Painless; Habit Cured no absence from work. All craving ceases at once. We specially invite cases where other remedies have failed. Write or call.

HARRIS INSTITUTE, Room 541, 400 W. 23d St., New York.

Suffered with SORE EYES Dr. ISAAC THOMPSON'S EYE WATER



MOSCOW'S STARTLING TRAGEDY.  
Spot (surrounded by a fence), within the Kremlin's walls, where the Grand Duke Sergius was blown to pieces with a bomb.—Policeman in centre caught the assassin.  
Photographed by Ivan Kokitski, who was arrested for the act.

### A Noble Woman's Statue in the Capitol.

DURING THE Mothers' Congress recently held in Washington, it was a noticeable fact that almost to a woman the delegates who attended that meeting made one and sometimes two visits to Statuary Hall in the Capitol. The attraction was the statue of Miss Frances Willard, recently placed there by the State of Illinois, and which has the distinguished honor of being the first female figure to stand among the statesmen who grace that hall. The artist, Helen Farnsworth Mears, shows the woman who devoted her life to the cause of temperance in the attitude she was wont to assume when delivering an address. The right hand rests naturally on a reading-desk under which is written the well-known motto of the Woman's Christian Temperance Union, "For God and Home and Every Land." Miss Willard's delicate, refined features—the straight nose and firm mouth—are beautifully brought out, while the soft, wavy hair and lace *jabot* at the throat are traced with an accuracy rarely found in statuary of this style. On the base there is inscribed the following familiar quotation from one of her speeches :

"Ah, it is women who have given the costliest hostages to fortune. Out into the battle of life they have sent their best beloved with fearful odds against them. Oh, by the dangers they have dared, by the hours of patient watching over beds where helpless children lay, by the incense of ten thousand prayers wafted from their gentle lips to heaven, I charge you give them power to protect along life's treacherous highway those whom they have so loved."

Many of the "mothers" who stood before the chiseled marble knew and



FIRST MEMORIAL TO A WOMAN PLACED IN THE NATION'S CAPITOL.  
Lifelike statue of the late Miss Frances Willard, the famous temperance advocate and founder of the W. C. T. U., erected in Statuary Hall by the State of Illinois.  
Mrs. C. R. Miller.

# Lea & Perrins' Sauce

THE ORIGINAL WORCESTERSHIRE

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A dash of which adds more relish to a greater number of dishes than does any other seasoning known to epicures. It gives piquancy to Soups, Oysters, Fish, all Roasts, Gravies, Salads, etc. For Cold Meats of all kinds LEA & PERRINS' SAUCE is superb.

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loved the founder of that great society of women which now numbers nearly 200,000, and there was a fascination in lingering near the statue and listening to the stories exchanged by them about her life and character—that life so pure and peaceful; that life which by its influence brought joy out of sadness in many homes; that life devoted to the uplifting of mankind.

### A Growing Market in Egypt.

GEORGE H. MURPHY, United States vice-consul general at Frankfort, Germany, suggests that in Egypt we can find a growing market for our cotton goods, iron-wares, and machinery. During the first six months of 1904 the value of Egypt's imports reached \$37,727,500. Of this total cotton textiles, valued at \$12,500,000, and metal-wares, valued at \$6,336,000, represent classes of products in which the United States can compete readily with other producing countries. Egypt has had a new birth, and is constantly increasing in population and wealth, while the standard of living is constantly being raised. All things needed by the most civilized country she will soon require, and now is the time to reach out for her trade.

# COOK'S CHAMPAGNE Imperial Extra dry

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try a bottle. Sick people drink it as an invigorator; well people as a tonic. Quality and purity make it the favorite Champagne.  
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**LE PAGE'S PHOTO PASTE**,  
2 oz. size retails 5c.; by mail, 10c.  
**LE PAGE'S GLUE**,  
1 oz. bottle or tube, 10c.; by mail, 12c.  
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Special Prizes for  
Amateur Photographers.

ATTENTION is called to two new special pictorial contests in which the readers of LESLIE'S WEEKLY are invited to engage. A prize of \$10 will be given for the best Decoration Day picture arriving not later than May 15th; and a prize of \$10 for the picture, sent in by June 15th, which most truly expresses the spirit and significance of the Fourth of July. These contests are both attractive, and should bring out many competitors.

LESLIE'S WEEKLY was the first publication in the United States to offer prizes for the best work of amateur photographers. We offer a prize of \$5 for the best amateur photograph received by us in each weekly contest, the competition to be based on the originality of the subject and the perfection of the photograph. Preference will be given to unique and original work and to that which bears a special relation to news events. We invite all amateurs to enter this contest. Photographs may be mounted or unmounted, and will be returned if stamps are sent for this purpose with a request for their return. All photographs entered in the contest and not prize-winners will be subject to our use unless otherwise directed, and \$1 will be paid for each photograph we may use. No copyrighted photographs will be received, nor such as have been published or offered elsewhere. Many photographs are received, and those accepted will be utilized as soon as possible. Contestants should be patient. No writing except the name and address of the sender should appear on the back of the photograph, except when letter postage is paid, and in every instance care must be taken to use the proper amount of postage. Photographs must be entered by the makers. Silver paper with a glossy finish should be used when possible. Matte-surface paper is not suitable for reproduction. Photographs entered are not always used. They are subject to return if they are ultimately found unavailable in making up the photographic contest. Preference is always given to pictures of recent current events of importance, for the news feature is one of the chief elements in selecting the prize-winners. The contest is open to all readers of LESLIE'S WEEKLY, whether subscribers or not. All photographs accepted and paid for by LESLIE'S WEEKLY become its property and therefore will not be returned.

N. B. All communications should be specifically addressed to "Leslie's Weekly, 225 Fourth Avenue, New York." When the address is not fully given, communications sometimes go to "Leslie's Magazine" or other publications having no connection with LESLIE'S WEEKLY.

## Life-insurance Suggestions.

[NOTICE.—This department is intended for the information of readers of LESLIE'S WEEKLY. No charge is made for answers to inquiries regarding life-insurance matters, and communications are treated confidentially. A stamp should always be inclosed, as a personal reply is sometimes deemed advisable. Address "Hermit," LESLIE'S WEEKLY, 225 Fourth Avenue, New York.]

IT IS A deplorable fact that comparatively few men leave property of any amount behind them when they die. The lazy, the incompetent, and the spend-thrift naturally fail to accumulate anything, and even the industrious, the capable, and the saving are often prevented by adverse circumstances—sickness, accident, financial reverses, etc.—from making substantial provision for their families. A practical sociologist who recently investigated the matter of the average value of dead men's estates discovered a condition of affairs that was really startling. His researches covered about half the State of New York and concerned 10,000 persons above twenty-five years of age who had died during a period of three months. Of these decedents 6,649, or over 66 per cent., left no estate whatever; 2,467, or more than 24 per cent., left estates averaging only \$1,292, while but 884, or less than 9 per cent. of the total number, possessed as much as \$5,000 at the time of death. These statistics show plainly that the ordinary individual, in order to provide a fund for his family after he is taken away, must have recourse to something besides his mere earnings. The only thing that is certain to meet his case is a good life-insurance policy, and this, if he has it not, he should secure at once. It is strange that men who are positively distressed at times by the prospect of leaving their dependents penniless should defer their duty in this respect until it is too late.

"Hamil": As between the Penn Mutual, of Philadelphia, and the Northwestern Life, of Milwaukee, my preference would be the Penn Mutual.

"K.," Chicago: The company has only been organized a few years and its last statement was far from satisfactory. I would take what I could get and insure in a strong and permanent concern.

"J. A. B.," New York: Your eighteen-payment life in the Conn. General ought to be satisfactory. The company is small, as you say, but its reputation is good. It seems to be economically administered.

"B.," Chicago: 1. My preference among the three small companies you name would be the Aetna. It makes a good report and has an efficient management. 2. The Mass. Life, of Springfield, Mass., stands equally well.

"T.," Churchville, N. Y.: It would be advisable to write directly to the State superintendent of insurance, of New Jersey, addressing him at Trenton, N. J. I do not recollect the history of the company and find no recent statement by it.

"B.," Chicago: The twenty-year guaranteed cash value and dividend policy of the Equitable, of which you speak, will give you satisfactory returns, both for protection and investment. Estimates, of course, are based on the history of the past. There is no doubt as to the satisfactory nature of all the Equitable's guarantees.

"E.," Topeka, Kan.: You can write to the Prudential Life, Newark, N. J.; the Massachusetts Mutual, of Springfield, Mass.; the Equitable, the Mutual Life, or the New York Life, the last three all of New York City, and to the Penn Mutual, at Philadelphia. All the information you seek will be forthcoming. If you do not understand the answers communicate with me again.

"F. B.," Elgin, Ill.: I would have no hesitation in taking out the endowment policy offered you by the Mass. Mutual Life, of Springfield, Mass. It would have my preference over the Western company to which you refer. I know of no company that is more economically and ably administered than the Mass. Mutual Life. It ranks with the best, and there are not too many of them.

"J.," Newark, N. J.: I do not believe in any of the assessment associations, because you never know when the assessments will increase, and the increase always comes late in life, when you can least afford to stand it. In an old-line company you know precisely what you must pay and what you can expect in return. In an assessment company you are constantly in doubt. Considering your circumstances, I believe the best thing for you to do would be to take a straight life policy in an old-line company. A little later on, perhaps you can afford to take a twenty-year endowment policy also. There is great satisfaction in having a policy which you know will, at the end of a stipulated period, bring you a certain amount in cash.

*The Hermit.*

## The Souvenir Age.

IT IS NOW the custom at public functions to give the guest something to bear away in remembrance of the occasion. At the most notable dinners these souvenirs are sometimes very expensive. At the theatres in New York, also, souvenirs are often costly. One of the handsomest was recently distributed by the Shuberts at the one hundredth performance at the Lyric Theatre. It was in the shape of a silver-mounted pocket-mirror, and the delight with which it was received by the ladies justified the Shuberts' liberality.

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On account of the Lewis and Clark Exposition, at Portland, Ore., June 1 to October 15, and various conventions to be held in cities on the Pacific coast during the summer, the Pennsylvania Railroad Company will sell round-trip tickets on specified dates, from all stations on its lines, to San Francisco and Los Angeles, April 9 to September 27; to Portland, Seattle, Tacoma, Victoria, Vancouver, and San Diego, May 22 to September 27, at greatly reduced rates.

For rates and routes, consult nearest ticket agent.

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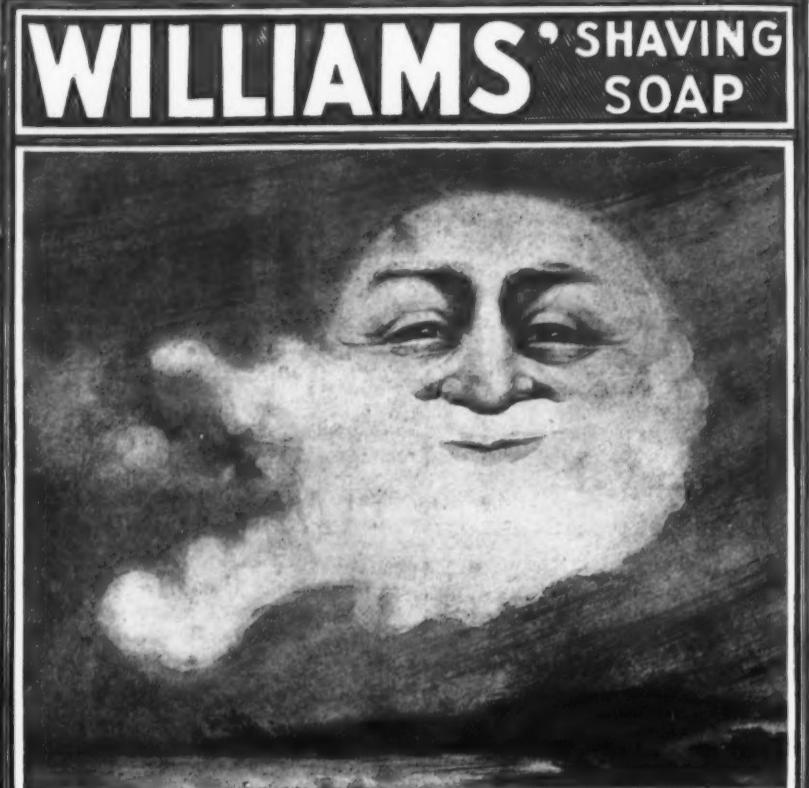
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UNCLE JEREMIAH—"H-m-ph! I wonder if these hotel edyits think I'm goin' ter leave it flarin' all night? H-m-ph! Pouf!"

## WILSON WHISKEY THAT'S ALL!



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Soaps that make a quick-drying lather, "flake off"—dull the razor—irritate the face.

You can apply Williams' Shaving Soap to the face—go out in a March Blizzard—and the lather will remain moist and creamy. Such a soap makes shaving easy and leaves the face happy.



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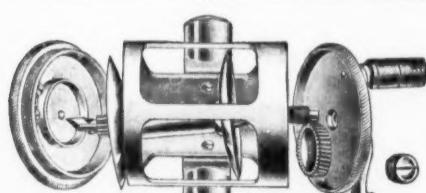
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